

CHEMIST & DRUGGIST

The newsweekly for pharmacy

September 11, 1987

a Benn publication

Gordon Drummond
go to Macarthy
for £42.6m

Mrs Currie to
deputise for
Newton at BPC

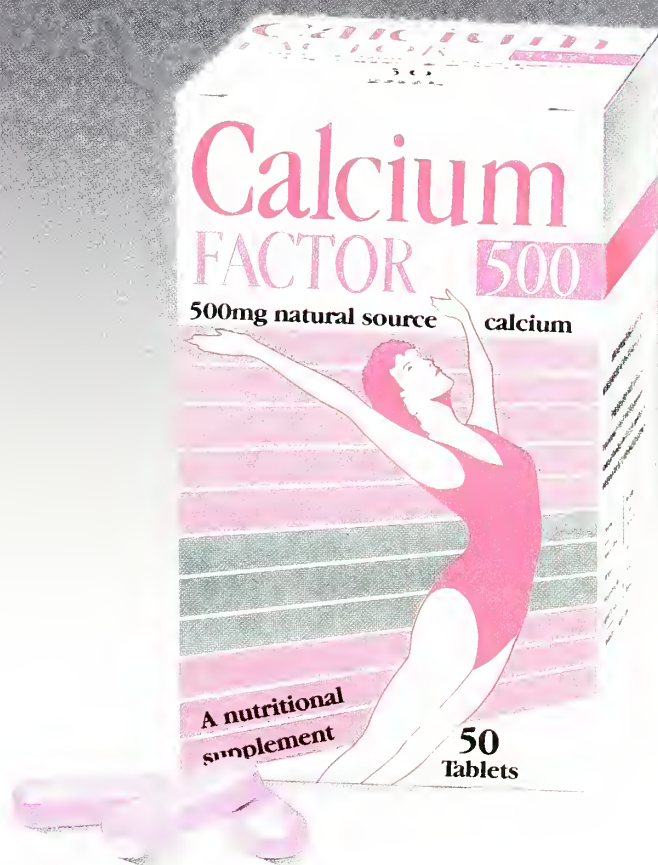
Chemist in court
on alleged drug
returns fiddle

C&D interviews
Sir Alan Marre
RDC (retd.)

Miss Pears: still
a soap star
at thirty

C&D business
statistics

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CHEMEX
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duphar lactulose

lactulose solution BP

The clear solution in constipation

PRESCRIBING INFORMATION: **Presentation** Lactulose Solution BP containing lactulose 3.35 gm per 5 ml. Available in bottles of 300 ml and 1 litre and plastic containers of 5 litres. Basic NHS price £2.61, £7.73 and £38.45. **Indications** 1. Constipation. 2. Hepatic encephalopathy (Portal systemic encephalopathy); hepatic coma. **Dosage and Administration** Constipation: Starting dose - Adults 15 ml twice daily. Children 5-10 years 10 ml twice daily. Children under 5 years 5 ml twice daily. Babies 5 ml daily. Hepatic encephalopathy: 30-50 ml three times daily, and adjust according to response. **Contra-indications, Warnings, etc.**

Contra-indications: Galactosaemia. Gastro-intestinal obstruction. **Precautions:** Lactose intolerance. **Product Licence Number** 0512/5001.

References: 1. Florent C. et al. J Clin Invest 1985; 75: 608-613. 2. Palmie P.E. Therapiewoche 1980; 3: 4045-4049. 3. Hoffman K. et al. Klinische Wochenschrift 1964; 42 (3): 126-130.

4. Sanders J. J Am Ger Soc 1978; 26 (5): 236-239.

Further information is available from: Duphar Laboratories Limited, Gaters Hill, West End, Southampton SO3 3JD. Tel: 0703 472281.

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COMMENT



Amateurism in sport may be dead and buried, but the new breed of professionalism brings with it financial pressures to succeed, even if that means taking drugs to lose that extra tenth of a second, or the stamina for that extra kick on the last lap of the 10,000 metres.

While steroid abuse has long been recognised as a problem in the power events, there has been much talk during the recent World Championships of their use to increase aggression, leading to explosive bursts in sprints and field events.

And it isn't only athletics where drug taking has hit the headlines. Last April's World Snooker Championships were rocked by stories of the calming effects of beta-blockers, a pistol shooter at last year's Commonwealth Games was disqualified for similar abuse, and diuretics have been implicated in allowing sportsmen in events subdivided on the basis of weight, to sneak into the class below by forced diuresis followed by rehydration by infusion.

What is clear is that sport has to put its own house in order. The spectacle of athletes, banned for



manufacturer, or other intermediary somewhere in the world to provide the raw materials, illegally or on script, to feed the demand.

It is big business. Britain's 1971 European 400 metres champion, David Jenkins, is out on bail in the US accused of heading a \$100m anabolic steroid racket; a charge he denies.

An extension of random testing would be impossible — can you imagine arriving in East Berlin and telling the East German authorities you've come to test their athletes? So the answer must be a "life ban" — to mean life — for athletes found to be positive. Other sports have to take the problem seriously too, and Dr Cowan says his laboratory deals with 180 regulatory bodies.

If this problem is not addressed, we may have to add one more rider to the commentator's glib references to world records... "with a following wind, made at altitude, while taking..." This is bad for sport. But it is also bad for the image of the pharmaceutical industry, as it is unwittingly and undeservedly drawn into yet another media scandal.



Currie for BPC as Newton goes on 'hols'

Health Minister Tony Newton has told the Pharmaceutical Society he is unable to give the opening address at the British Pharmaceutical Conference in Manchester next week.

Mr Newton had been "pencilled in" since well before the general election in June. A Department of Health spokesman said this week that the reason for this apparent snub is that the Minister will be away on holiday during BPC week.

Edwina Currie, Under Secretary for Health, will deputise for Mr Newton. Bearing in mind the media's long running affair with Mrs Currie, and the fact that Mr Bernard Silverman, PSGB president, will probably dwell at length in his speech on the crisis in the hospital service, the news coverage could be extensive.

Due to the illness of Dr F.L. Rose, Dr B. Robinson will speak on early pharmaceutical education in Manchester at the History of Pharmacy Session on September 16 at 2.15pm.

All change at CPP

Changes have been made to the membership categories of the College of Pharmacy Practice to reflect the priority given to continuing education.

The term "student membership" was not considered appropriate to mid-profession pharmacists, nor did it attract those who were aware of the need to keep abreast of changes but who did not wish to undertake formal examination, says the CCP. The term is now "associate membership". There will be a section for those members actively preparing for the practitioner membership examinations.

Additionally, the Board of Studies is considering alternative forms of assessment for these exams.

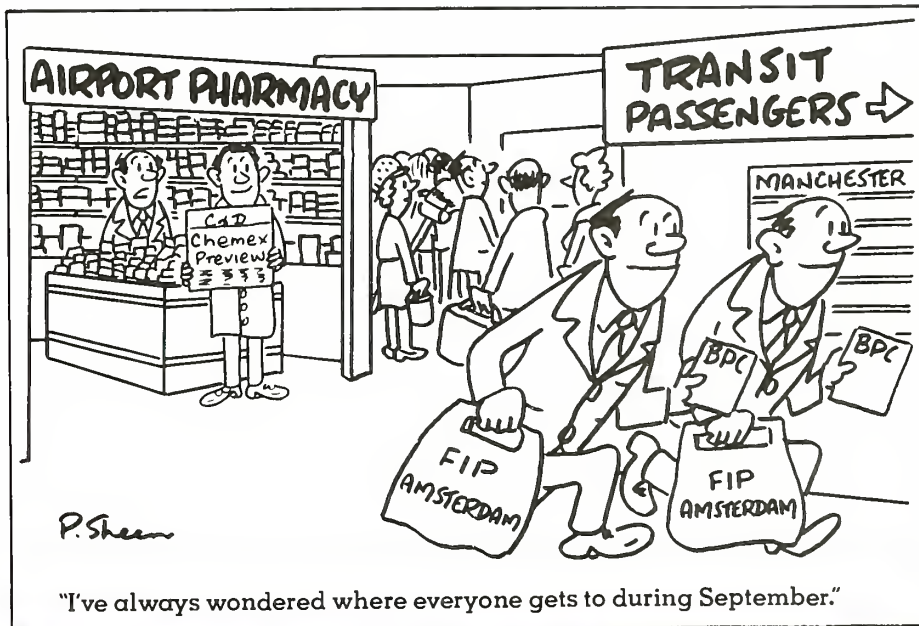
GPs tighten script security

Local drug squad officers in Dudley are to run courses for GPs on surgery security and the tactics employed by drug addicts to obtain drugs and forge scripts.

Dudley FPC administrator Mr Alan Barker said the squad is anxious about the number of forged prescription rackets around the country. "This is getting worse and there is a need for all of us to become more vigilant, especially general practitioners" he says.

The officers want GPs to take more care when treating temporary residents, as drug addicts can visit several surgeries in a day to try and obtain drugs and steal pads using this ploy.

■ A man was recently arrested in Bromley, Kent, for offences in connection with the alteration of scripts. When he had obtained sufficient supplies of particular drugs he sold them to chemists posing as a wholesaler representative.



"I've always wondered where everyone gets to during September."

Beware Greeks!

Press reports of attempts in Greece to crack down on drug abuse through changes in the laws governing analgesics has caused confusion among holidaymakers.

Both the *Sunday Times* and *Sunday Express* reported the case of an Australian tourist who was arrested in possession of 16 codeine tablets in her luggage, with no written medical explanation. The *Express* notes that products like Vegamin, Hedex Plus and Benylin all contain codeine, and says that the maximum penalties under the month-old laws for such offences is 10 years in prison or a £500,000 fine.

A spokesman for the Greek embassy told *C&D* that patients who required medicines containing substances like

codeine, should carry a doctor's note or prescription to prove they have the drug for a *bona fide* reason. A list of the "banned" substances was not available.

A spokesman for Janssen told *C&D* their "holiday tummy" product Arret, was unaffected.

Early warning

Bureaucratic problems for new contractors taking over an existing business under the new contract are highlighted in PSNC's newsletter.

Strictly speaking all applications to provide a pharmaceutical service should go before a pharmacy practice sub-committee. This can include the transfer of an existing business. Some FPCs are insisting that the regulations are strictly

observed, and that an application for change of contractor should be referred to the PPSC before transfer of a contract. However, if the services provided are unchanged there is no need for this.

But a chemist's terms of service state that a contractor's name shall be removed from the Pharmaceutical List "three months from the date of notice or of such shorter notice as the FPC may agree".

FPC's have, in the past, been prepared to accept shorter notice of withdrawal, but PSNC advises that extra notice be given.

Courtesy of
The Daily Mail

Drug returns fiddle alleged

A pharmacist emptied bottles of expensive drugs, filled them with aspirin and then returned them to a wholesaler, pretending he no longer needed them, a jury at Snaresbrook Crown Court was told.

The tablets, were redistributed to other pharmacies, who passed them on to patients, it was said. Ompakish Sood's actions were allegedly "both dishonest and potentially very dangerous". Mr Vivian Robinson, prosecuting, said: "He obtained and kept the original drugs without paying for them."

"Those bottles, now containing aspirin, were sent out to other chemists and given to the public as though they were the drugs that had been prescribed."

Mr Sood ordered his drugs from Macarthys of Harold Hill, Essex, for his shop in High Street, Wormley, Herts.

In July last year a customer, Christopher Lynch, went into Longthorne's Chemist at Westcliff-on-Sea, Essex, with a prescription for 180 Androcur tablets to combat cancer.

Mr Lynch said that later that month he checked how many were left. "I noticed that some were plain and different to others, 36 of them in all, so I took them back."

The court heard that on analysis it was discovered the tablets were not Androcur but aspirin, and the batch was traced back to Macarthys. They, in turn, realised the bottles had been returned to them from Mr Sood's shop, it was alleged.

Soon after this incident an assistant at Bush's Chemist in nearby Southend-on-Sea realised the contents of a container of Aldactide looked and smelt like aspirin.

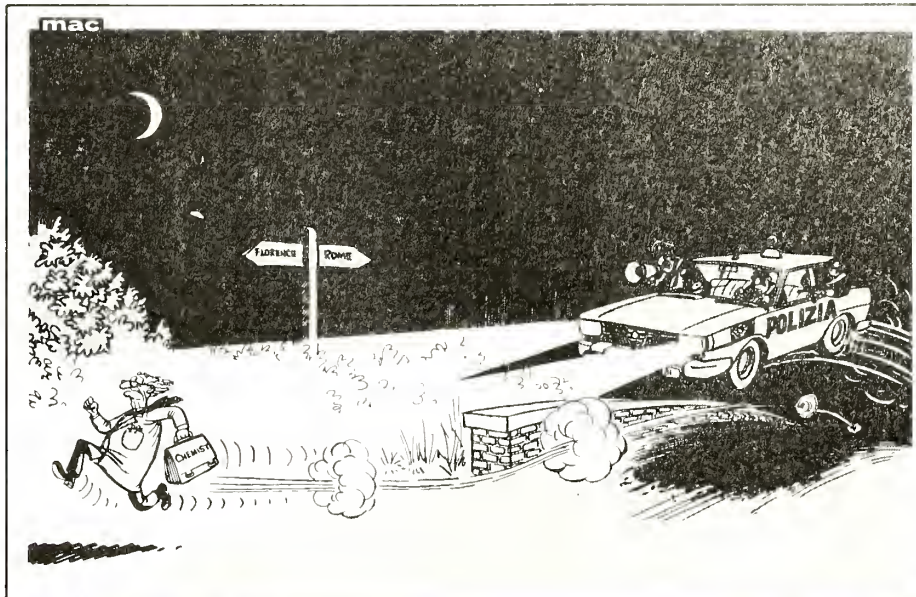
The jury heard that staff at Macarthys discovered a number of goods had recently been returned by Mr Sood's shop, one of which, a bottle of Primolut-N, had been tampered with. It was allegedly also found not to contain the right drug.

Mr Robinson said that PSGB inspectors visited Mr Sood and discovered empty official bottles of Androcur and Aldactide — with unofficial ones near by containing the drug.

When interviewed by the police Mr Sood admitted sending back drugs to Macarthys, but denied he had tipped aspirin into them, the court heard.

Mr Sood, pleaded not guilty to theft of 100 Androcur, 500 Aldactide and 500 Primolut-N tablets, and three charges of deception, and one of intending to pervert the course of justice between July 30 and November 5, 1986.

Chemist & Druggist 12 September 1987



Pharmacies not in on 'speed'

The head of the UK's "dope testing" centre doesn't think community pharmacies are a major source of "illegal" drugs in sport. But he says that over-the-counter medicines may be the source of some accidental rule breaking.

Dr David Cowan, associate director and co-founder with Professor Arnold Beckett of Sports Council-funded Drug Control and Teaching Centre, told *C&D* that such unwitting exposure involved ingredients like ephedrine, phenylpropanolamine and pseudoephedrine, which are banned by the International Amateur Athletics Federation.

Press attention has been focussed on abuse of drugs in sport as a consequence of the banning of nine athletes for two years and the suggestion from American sprinter and long jumper Carl Lewis that some of the gold medal winners at the

World Championships were taking performance-enhancing drugs.

A new problem which Dr Cowan has been facing recently is the use of "masking" agents that confuse the results of tests for anabolic steroids and analgesics. One such drug, probenecid, will be a banned substance from January 1, 1988. Dr Cowan says he is not sure of the mechanism by which probenecid prevents steroid traces from being picked up, but he feels that the attention being focussed on the masking agents is a side issue. While no such drugs have beneficial effect on an athletes performance, their presence in a sample would seem to suggest earlier abuse.

Dr Cowan says that his laboratory tested 3,200 samples last year, and detected 2 per cent positive for banned substances — steroids, stimulants like amphetamine, cocaine and certain analgesics. But, he points out, such testing is performed on the day of competition only, and so ignores the important training periods prior to championships. Drugs taken then would be long-cleared.

Eye has it?

The Rural Dispensing Committee has approved an application to open a pharmacy in the village of Eye, Cambridgeshire.

The RDC decision will now go before the Cambridgeshire pharmacy practice subcommittee, who will decide whether the proposed pharmacy of Mr Murtaza Pirmohamed is "necessary or desirable".

The application is been a controversial one with local doctor John Fields issuing 500 letters, opposing the opening of the pharmacy. He said patients would have to queue for medicines, the doctors would no longer operate a home delivery service, and plans to take on a fourth GP would be in jeopardy.

Mr Pirmohamed responded with 1,000 letters outlining the service he intended to offer. This included 10-hour-a-day opening, six days a week, an out-of-hours emergency service, plus extra services such as oxygen supplies. Local general practitioners complained to the PSGB about this letter, but the Law Department did not consider it to be a breach of the Code of Ethics.

The Advertising Standards Authority has upheld a complaint against Clarins (UK) Ltd, for its Cell Extracts Range. A member of the public complained about magazine advertisement claims that the product stimulated and accelerated cell renewal. The ASA said Clarins had failed to provide evidence to substantiate their claims.



InCare Medical Products

a division of Hollister Incorporated

43 Castle Street, Reading RG1 7SN

On 1st September the InCare*
Self-Adhesive Incontinence Sheath became
available on the Drug Tariff.

When you receive a prescription
for the InCare* Sheath please dial 100
and ask the operator for

Freefone InCare Orderline
to place your order.

If you would like more information on the
InCare* Sheath or have any general enquiries on the
management of incontinence please ask for

Freefone InCare Helpline
and we will send you an information pack.

Over 1,000 AIDS cases in UK...

The number of AIDS cases in the UK has passed the 1,000 mark.

Figures released by the Department of Health show that up to the end of August there were 1,013 cases of whom 572 have died. Comparable figures at the end of July were 935 and 529. The August figure has been inflated by 13 haemophiliac cases which were reported retrospectively following implementation of a data exchange scheme with the Haemophilia Reference Centre.

The latest phase of the Government's public education campaign on AIDS was launched last week and aims to warn young people against injecting drugs, using television, radio and cinema commercials, together with youth Press advertising and posters over the next four months.

In Scotland, particularly in the Edinburgh and Dundee areas, intravenous drug misusers represented 56 per cent of the 1,239 people in Scotland known to be infected with the virus, compared with 7 per cent of the total for the rest of the UK. A quarter of those known to be infected in Scotland are women, compared with 6 per cent of those in the rest of the UK.

...as new tests help doctors

New diagnostic tests are helping doctors to identify which patients are most likely to become ill after infection by the AIDS virus.

The tests can detect p24, a protein associated with the core of the human immunodeficiency virus, or antibodies to this protein in the blood. Patients infected by HIV produce antibodies to p24 but as they progress towards developing AIDS the amount of antibodies in their serum decreases while the amount of p24 antigen increases.

Dr Don Jeffries, a virologist at St Mary's Hospital, London, told the Hospital Infection Society conference last week that the tests could be used as prognostic markers. As patients became ill with AIDS their capacity to mount antibody responses became impaired and the changes could indicate a collapse of the immune system with an outpouring of the antigen. The tests are not being carried out routinely on HIV positive patients because of the

expense, but they are being used at St Mary's to monitor the efficacy of drugs used in the treatment of AIDS.

Reviewing AIDS treatments, Dr Lowell Young, Kuzell Institute for Arthritis and Infectious Diseases, San Francisco, told the conference that researchers are trying to augment the anti-viral effect of zidovudine with other agents.

Lymphokines known as colony stimulating factors which stimulate haematopoiesis and activate macrophages, are being examined for their effect in rebuilding the immune system. The use of these hormonal mediators, together with antiviral therapy, seemed to offer the greatest promise for treatment of the underlying disease, he said.

The conference also heard about problems of methicillin-resistant *Staphylococcus aureus* infections (MRSA) in hospitals. Last year, 3,479 cases of *Staphylococcus aureus* bacteraemia were reported to the PHLS Communicable Diseases Surveillance Centre, of which 62 were due to MRSA. Up to 40 per cent of the population are nasal carriers of *Staphylococcus aureus* and the incidence is often increased in hospitalised patients and their attendants. Beecham Pharmaceuticals have developed a new antibiotic, mupirocin, which is administered in a white soft paraffin base and has been shown to eradicate nasal infection with MRSA in most cases.

Speakers called for urgent action by the Department of Health to approve the drug.

■ An extract of red algae, which seems to block reverse transcriptase — an enzyme thought to help establish the AIDS virus in humans — may prove useful for stopping the spread of AIDS, says a report in *The Times* this week.

Five condom brands fail BS tests

Five brands of condom failed one of the British Standard tests conducted for *Self Health* magazine.

Four condoms — Aegis Anti-VD, Duet Supersafe ribbed, Duet Supersafe studded and Sweet Rider — failed the BS pin hole test. The Aegis brand had a particularly high failure rate — 32 out of 100 tested had holes — and the UK distributors took it off the market immediately they were told of the test results.

The fifth brand, Blausiegel Koralle, also failed because more than the allowable number had other manufacturing defects, says *Self Health* magazine.

The magazine, published by the College of Health, tested 100 samples of 35 different brands for freedom from holes by filling them with a third of a litre of water and looking for signs of leakage. It also tested each brand for strength.

The HT special, distributed by Aegis Products, was twice as strong as other brands and would probably be the best choice for anyone particularly at risk of catching or passing on the AIDS virus, says *Self Health*. The tests were carried out before the launch of Lifestyles Extra, which is almost as thick as HT special, and before Mates, to be launched by Virgin Healthcare set up by Richard Branson, became available. All 12 Kitemarked condoms, including Durex brands and Lifestyles Nuda and Stimula, performed well in both tests.

Drug Tariff generic prices down

Following representation from the DHSS and after confirmation from the manufacturers, PSNC has agreed to a reduction to represent market value of the following generics. These reductions take effect from prescriptions dispensed on and after October 1.

Product	Strength	Pack	Current DT price	DT price WEF Oct 1	Category
Ampicillin caps	250mg	500	21.00	16.69	S
	500mg	250	22.53	16.69	A
Fruzemide tabs	40mg	1000	2.50/500	4.00	S
	(to replace 500 pack)				
Ibuprofen tabs	200mg	500	8.00	6.42	S
	400mg	250	7.75	6.42	S
add also	600mg	100	under	6.78	*S*
	category S				
Methyldopa tabs	250mg	1000	36.50	34.15	S
	500mg	500	36.50	34.38	S
Oxprenolol tabs	20mg	100	1.70	1.48	S
	40mg	100	2.60	2.14	S
	80mg	100	3.70	3.56	S
Oxytetracycline tabs	250mg	1000	12.00	11.82	S
Paracetamol tabs	500mg	5000	21.49	18.44	A

**DT new entry

by Xrayser

PharmAid Week

Pharmacists should hang on to copies of the 13th edition of the BNF (blue cover) when they receive the new 14th edition being distributed shortly.

The Commonwealth Pharmaceutical Association is arranging for these outdated copies to be sent to developing countries who need "reasonably up-to-date" information on medicines (*C&D*, August 29 p380). AAH Wholesalers including Vestric Ltd, Hills Pharmaceuticals Ltd, Ayrtou Saunders plc, Herbert Ferryman Ltd, Mawson and Proctor Pharmaceuticals Ltd and Northern Pharmaceuticals Ltd will be collecting them from October 26-31.

Play safe with a panic button

The expense of installing a silent panic button paid off last week for Mr Jayant Karia of A.J. Fairlee Chemists in Battersea.

Mr Karia was locking up on Tuesday of last week when he was forced into his dispensary by armed men. But on the way he managed to press his panic button unnoticed. The police arrived in time to catch two men in the shop with Mr Karia.

Two men have since been charged with attempted robbery.

The story was carried last week in the local paper, but Mr Karia is unhappy that details of his security precautions were revealed since he feels he may now be vulnerable to further trouble. He did not supply the paper with details.

Kay-Cee-L 200ml

The Department of Health says it is considering whether to allow the 200ml bottle of Kay-Cee-L (Geistlich) complete with 5ml Medisco oral syringe (*C&D* last week p425) on the Drug Tariff.

However, as *C&D* closed for press, a Pricing Bureau spokesman said such scripts would be allowed.

PL(PI) update

The following Parallel Import Product Licence (Parallel Importing) has been notified to *C&D*.

Whitworth Pharmaceuticals

PL4423/0086 Lomudal

Sodium cromoglycate
BP 20mg

Reappraisal time...

A little while ago I wrote concerning the number of hospital outpatient scripts I was receiving, and as a corollary made the point that it seemed possible there might be changes afoot in the way outpatient suppliers might be catered for in the future. My fear was for hospital pharmacy departments, already underfunded.

I have had a letter from Dr D.F. Wolfson, principal pharmacist from the St Helens and Knowsley Health Authority, who was sad at reading my article because, essentially, he says it was ill-informed. He went on to prove it too. From his records he was able to show that outpatient dispensing represented little over 19 per cent of the grand total of items dispensed from the largest hospital in his group, a figure which, when corrected to account for inpatient prepacks, became considerably less. As he said, this places outpatient dispensing in its proper context, from which he suggests that, even if they were to lose it completely, internal supplies — along with clinical and drug information work — would continue undiminished. From which it should follow that the establishment strength would have to be maintained. My use of the word "substantial" regarding the possible reduction of use, and therefore in staff requirements, should be seen as unjustified and misleading.

It's a few years since I worked in hospitals. We did more manufacturing then, in-house, so perhaps my understanding of the relative volumes of outpatient versus internal supplies no longer applies. But I am glad any prospective loss is seen as potentially small.

And the thing that troubles me still? Well, if outpatient dispensing accounts for only 15 per cent of a hospital drug turnover, it must still represent substantial money nationally. I regret I just don't feel comfortable at the trend.

Epilepsy

I have a dozen epileptics on my books. In nature they range from those positively psychotic about their condition, to those blithely living life to the full.

I have one sad man, an Oxford graduate, who is bitterly pursuing a hopeless vendetta against a former employing authority who eventually winkled him out of his job. He sees this as solely due to his having disclosed his "illness". The reality, alas, is that he was not

up to the job which had to do with relating to people. He wears his badge of "Oxford" as though it were in itself the right to privilege. I suspect I am his only friend, which is not easy . . .

But what I like about my patients is their ability to come to terms with the constraints laid on their activities. I have nothing but admiration for them. How grateful we all should be for phenytoin!

The dispensary shuffle

I go cold at the thought.

What thought? The decision, shortly to be made, to reorganise under duress the layout of my dispensary. I used to do locums, and made certain vows about how I would organise my dispensary if ever I had one. I knew what I would not do, that's for sure, after taking on a locum job for a pharmacist who had a year earlier bought a pharmacy I used to know well. Very well organised it was too. I accepted the job by phone, asking in passing if he had supporting staff. Yes, all was well. But, on arrival, I found the supporting staff to be an aged women who had no idea of where anything was nor what it was for. The regular staff were all away on hols. Worse still, the proprietor had a pie-eyed system of organisation based on frequency of usage, starting in the middle of the wall above the dispensary bench. Being young and keen I didn't surrender easily, but did develop a deep hatred.

In my own dispensary I started by using a simple alphabetical order round the shelves, but over the years, gradually found it natural to start some classification of drugs. Currently, I group hormones, corticosteroids, thyroids, etc together in shelves. Then the antibiotics seemed to group themselves naturally enough. More recently, some of the beta blockers and heart drugs, and of course the diuretics, linked up. So far, so good. Most, say 99 per cent, were branded ethicals. But with the compulsory advent of generics, I had to establish a section for most of them together, to ease stocktaking.

My system is breaking down, since prednisolone, etc and frusemide really ought to be moved from their specialist departments. But if I do that, what is the point of having specialised categories? Worse still, with the calendar patient compliance packs all on another new shelf, I am in real trouble. Do we separate all generics into one area and run all the branded ethicals in alphabetic order? Or do we make exceptions?

The real snag is that I am inherently conservative.

Chemist & Druggist 12 September 1987

How to put more customers on the right scent!



When confronted by the Supreme Collection, people can hardly believe their noses.

Or their ears, when they discover a 60ml bottle retails at just £4.99.

Which is hardly surprising when you discover that they cannot tell the difference between the Supreme perfumes and far more famous fragrances.

Now to help your customers choose the one they like best—at no cost to you—we've come up with a special offer. A sample pack of six perfumes that



retails at 99p and on which you'll make your normal margin.

When the customer redeems the empty pack against a full-size bottle—for a 99p reduction—you'll still make your full profit.

Because we'll give you back the price you paid for the wallet and you keep the profit on the sale. So you'll substantially increase turnover, and you won't lose a penny.

Manufactured in the UK by United Toiletries & Cosmetics Ltd.



RICHARDS & APPLEBY

Sole U.K. Distributor: Richards & Appleby Ltd., Gerrard Place,
East Gillibrands, Skelmersdale, Lancashire WN8 9SF. Tel: (0695) 20111. Telex 628366

Buccastem tabs

Reckitt & Colman's new Buccastem tablets, to be launched on September 23, use the buccal route for the administration of prochlorperazine maleate. The company says that pharmacokinetic studies have shown that one Buccastem 3mg tablet twice daily produces steady state plasma levels equivalent to those after oral administration of 5mg three times a day. **Manufacturer** Reckitt & Colman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS

Description Circular, biconvex, pale yellow and uncoated tablets engraved "J1" on one face, each containing 3mg prochlorperazine maleate

Uses Symptomatic treatment of vertigo due to Menière's disease, labyrinthitis and other causes; nausea and vomiting, and treatment of migraine

Dosage *Adults and children over 12* One or two tablets twice a day. *Elderly* No evidence that dosage needs to be modified, lower dose recommended initially

Administration Tablet should be placed high up between the upper lip and gums to either side of front teeth, where it will soften and adhere to the gum. Tablet should be left undisturbed. Slight transient numbness may be observed. If accidentally swallowed, tablet may be replaced with another one. In denture wearers tablet may be placed between lip and gum where comfortable

Contraindications Patients with impaired renal or liver function, existing blood dyscrasias, known hypersensitivity to active ingredient, epilepsy, Parkinson's disease, prostatic hypertrophy and narrow angle glaucoma. Inadequate evidence of safety during pregnancy, although prochlorperazine has been used widely for many years without apparent ill effects. See Data Sheet. Hypotension, usually postural, may occur, particularly in the elderly, or volume depleted patients

Side effects As for other prochlorperazine preparations

Supply restrictions Prescription only
Packs Containers of 60 tablets (four blister strips of 15) (£6.90 trade)
Product Licence 0044/0089
Issued September 1987

Daktacort

Janssen Pharmaceutical are introducing an ointment formulation of Daktacort. The ointment, containing 2 per cent miconazole and 1 per cent hydrocortisone, is in an emollient base for dry lesions.

The company sees usage for the

product in the early stages of treatment of inflamed fungal skin infections, with continuation with an antifungal only preparation when necessary.

Daktacort ointment is packed in 30g tubes (£3.10 trade). **Janssen Pharmaceutical Ltd**, Grove, Wantage, Oxon OX12 0DQ.

Gastrocote liquid

Gastrocote patients now have a choice of a raft/antacid formulation with the introduction of Gastrocote Liquid.

Manufacturer MCP Pharmaceuticals Ltd, Simpson Parkway, Kirkton Campus, Livingston, West Lothian EH54 7BH

Description Peach coloured suspension with a butterscotch/mint taste, containing 220mg sodium alginate BPC, 80mg dried aluminium hydroxide BP, 40mg magnesium trisilicate and 70mg sodium bicarbonate BP in 5ml

Uses Heartburn, reflux oesophagitis, and in epigastric distress associated with gastric reflux or regurgitation.

Dosage *Adults and older children only* One to three 5ml spoonfuls four times daily, after main meals and at bedtime

Warnings Each 5ml dose contains 500mg of sucrose and 1.8mmol sodium (42mg).

Supply restrictions Pharmacy only
Packs Bottles of 500ml (£2.86 trade)

Product Licence 0075/0055
Issued September 1987

Indomed capsules

Indomod is a new formulation of indomethacin, to be marketed by Pharmacia through Farillon, under licence from Alfred Benzon. Indomod uses Benzon's Repro Dose technology to produce a modified release capsule designed to give reproducible release from every dose.

Indomod is available in two strengths — 25mg and 75mg. Indomod 25mg (PL 4338/0006) are orange-brown hard gelatin capsules, imprinted "AB27" in light type, containing 25mg indomethacin. Indomod 75mg (PL 4338/0007) are also orange-brown hard gelatin capsules, imprinted "AB26" in light type, containing 75mg indomethacin in a modified release formulation. The 25mg capsules are blister-packed in 120s (£14) and 500s (£56) and the 75mg capsules in 30s (£10.50) and 375s (£131.25, all prices trade). **Distributors** Farillon Ltd, Ashton Road, Romford, Essex.

Rorer Pharmaceuticals are replacing the Mucodyne 100s capsule pack with a 30 capsule pack (NHS £3.20). It will be phased in as current stocks are exhausted, and will be packaged in Rorer livery in line with other changes to Berk ethical products, following Rorer's acquisition of this company. Rorer say the new pack size is more convenient and will allow patients to spread the cost of their medication. And Rorer are launching **Diorylate Effervescent** tablets available from the end of this month. The tablets, in plain or pineapple flavour, are indicated for use in diarrhoea and fluid loss of varying aetiologies in all ages, say Rorer. A tube of ten tablets will retail at £2.05 with plain and pineapple supplied as 4x10s (£4.80) and a 10x10 counter pack of pineapple (£12). **Rorer Pharmaceuticals Ltd**, St Leonards House, St Leonards Road, Eastbourne, Sussex BN21 3YG.

Following their reinstatement for prescribing at NHS expense, **Polycrol tablets** and **Polycrol Forte tablets** are now available in dispensing packs of 200 (£2.71) and 120 (£1.63, both prices trade). The 20 and 12 tablet packs remain available for OTC sale. Prescriptions will be priced as the dispensing packs from October 1. Pharmacists should specify "dispensing pack" when ordering, say **Nicholas Laboratories Ltd**, 225 Bath Road, Slough SL1 4AU.

50 packs of Bactrim double strength tablets are being replaced with 100 packs, say manufacturers Roche. This will be implemented when current stocks are exhausted.

Synkavit ampoules 10mg (1ml) are to be discontinued by Roche following their low demand for some years. Existing stocks should be used in the normal way and returns will not be accepted, says the company. Synkavit tablets 10mg (100) remain available. **Roche Products Ltd**, PO Box 8, Welwyn Garden City, Hertfordshire AL7 3AY.

A new Monphytol 18ml ear drops outer carton is being introduced to reduce the possibility of damage to the contents and inconvenience to pharmacists. The product, bottle and pipette are unchanged, say **LAB (Laboratories for Applied Biology) Ltd**, 91 Amhurst Park, London N16 5DR.

Thames Laboratories say that following an improvement in manufacturing procedures, **Psorin ointment** is now generally available. Psorin (dithranol 0.11 per cent, coal tar 1 per cent and salicylic acid 1.6 per cent) is available in 25g, 50g and 100g packs. **Distributors** Farillon Ltd, Ashford Road, Romford, Essex RM3 8LE.

Top choice.



Recommended by the professionals.

More than twice as many customers purchase a headlice preparation from Napp than all other brands put together.*

* Source: Nielsen Drug Index

PRIODERM® and CARYLDERM® preparations

- Malathion and Carbaryl
- Lotion and shampoo
- Family Treatment kit and original pack

Make sure they're your top choice.



If the GP doesn't specify, we'd like to think you will.

Patients using insulin can now obtain single-use insulin syringes on prescription. It's a new area of prescribing for general practitioners, so many are likely to rely on your expertise and leave the choice of syringe and needle to you.

Naturally, we hope you'll specify B-D. We believe that your customers will, too.

Working together, B-D and community pharmacists have already successfully co-operated in many important innovations in diabetes care.

The introduction of B-D single-use insulin syringes – by far the most popular brand among all insulin users.

The change to U-100 insulin and U-100 syringes.

Helping to build a patient education and advisory service, which B-D now operate nationwide.

We believe that these links we have formed with you will continue to strengthen. So that between us, we can continue to provide the very best in diabetes care, and the syringes of choice which your customers have consistently purchased from you over the years.



**BECTON
DICKINSON**

Becton Dickinson UK Limited, Between Towns Road,
Cowley, Oxford OX4 3LY. Telephone 0865 777722.

B-D and Micro-Fine III are trademarks of Becton Dickinson and Company

Needles to say!

Owen Mumford are introducing Pentips, sterile, single-use, double-ended needles for use with Accupen, Autopen, and Novopen multi-dose insulin syringes.

Pentips are the first double-ended needle for the new insulin pens to incorporate a depth adjustment facility, says the company, and the 27g x 12mm needle allows the subcutaneous injection of insulin with minimum discomfort or trauma. With every box of 50 Pentips (£6.50) two free depth adjusters are provided allowing an extra choice of 4mm or 8mm depth of penetration.

The company is also introducing three Autolet II Workstations for capillary blood sampling in wards and clinics. The Neonatal, the Paediatric and the Adult Workstation retail at £11.80. Owen Mumford Ltd, Medical Division, Brook Hill, Woodstock, Oxford OX7 1TU.

Extra Unichem

Unichem are extending their range of own-label OTC analgesics with the introduction of ibuprofen tablets.

The blister-wrapped packs of 24 will retail at £0.99. During September there will be an introductory price of £5.54.

Unichem Ltd, Unichen House, Cox Lane, Chessington, Surrey.

Name change

Fisons announce that Sanatogen Powder and Radian-B Massage Cream will now be known as Sanatogen — The Original Powder and Radian-B Rub, respectively.

Fisons plc Pharmaceutical Division, 2 Derby Road, Loughborough, Leicester.



Evans Medical have given a new look to their vitamin range. The repackaged Everyday Vitamins include vitamin E, vitamin B complex, vitamin B6, multivitamins and multivitamins plus iron. Each pack contains 60 soft gelatin capsules and retails at £1.39. Evans Medical Ltd, 318 High Street, North Dunstable, Beds.



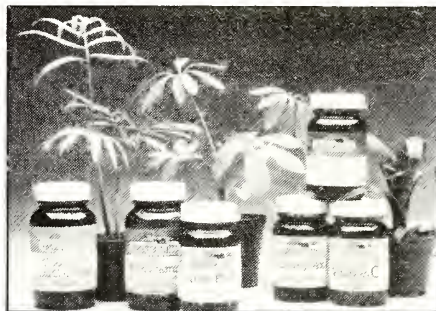
Product's Genesis

Wassen are launching Genesis, a one-day multi-vitamin and mineral supplement available through Brewhurst from the beginning of October. Each tablet contains vitamins A, B1, B2, B6, C, D, E and minerals magnesium, manganese, iron, iodine, copper, selenium, potassium, chromium and zinc. Three pack sizes are available: 30 days (£2.67), 90 days (£5.87) and one year's supply (£19.67). Special launch offers will be available, say Wassen International Ltd, 14 The Mole Business Park, Leatherhead, Surrey KT22 7BA.

Planting a seed of hope

Healthcrafts are now offering a free house plant with any two proofs of purchase from their range of vitamins and minerals.

The choice on offer includes an umbrella plant, miniature parlour palm or an exotic purple and green sword plant. And for every 100 proofs of purchase received, Healthcrafts will plant a tree in Britain in aid of the European Year of the Environment, say Booker Health Foods Ltd, Canada Road, Byfleet, Surrey KT14 7JL.



Ampicillin can cause high fever

Do you get hot under the collar about generics? Cool it.

With Hillcross Generics you'll find just what you're looking for.

Competitive prices, consistent product quality and rapid wholesale delivery right when you want it.

Hillcross Generics — it's quality delivered at the right price.



Please ask for this month's offers from your local AAH Group Wholesaler

IMPORTANT ANNOUNCEMENT

Smith Kline & French Laboratories Limited is pleased to announce the UK launch of 'Engerix B', the world's first commercially available recombinant DNA vaccine against hepatitis B.

This vaccine is already in use in over twenty countries and marks a new era in disease prevention utilising all the benefits of new technology in development and production.

'Engerix B' is half the cost of the currently available plasma-derived vaccine offering more healthcare personnel the opportunity of protection against hepatitis B infection.

ENGERIX B

Genetically Engineered
Hepatitis B Vaccine (rby)

A NEW GENERATION OF PROTECTION

ENGERIX B[®]

PRESCRIBING INFORMATION Presentation. Each 1 ml dose of 'Engerix B', PL 0002/0160, contains 20 micrograms of hepatitis B surface antigen protein. Pack of 3 vials, each containing 20 micrograms, £31.50; pack of 10 vials, £105.

Uses. Active immunization against infections caused by hepatitis B virus.

Dosage and administration. For intramuscular use only. To be shaken well before use. Three doses should be given, the second one month and the third six months after the initial dose. For more rapid immunization the third dose can be given two months after the initial dose with a booster at 12 months.

Adults and children aged three years and over: 20 micrograms (1 ml) given intramuscularly in the deltoid region or the antero-lateral aspect of the thigh.

Contra-indications. Hypersensitivity to any component of the vaccine. Severe febrile infections.

Precautions. Response may be impaired in renal dialysis patients or those who are immunocompromised. Adrenaline 1:1000 should be available in case of anaphylaxis. Use in pregnancy: see Data Sheet.

Adverse reactions. Mild transient local soreness, erythema and induration at the injection site. Occasionally low grade fever, malaise, fatigue, headache, nausea and dizziness.

Legal category. POM. 17.6.87.

SK&F

Smith Kline & French Laboratories Limited
A SMITHKLINE BECKMAN COMPANY
Welwyn Garden City, Hertfordshire, England AL7 1EY

© 1987 Smith Kline & French Laboratories Limited. 'Engerix B' is a trade mark. EB AD307

J&J give OK to K-Y campaign

Johnson & Johnson are advertising K-Y lubricating jelly for the first time this year with a campaign in the national women's Press to coincide with the launch of new consumer literature.

Advertisements will run from October to December in 12 women's magazines, using the line "Every body needs moisture every day — sometimes women need a little extra".

A sampling exercise and a new consumer information service is also being launched with a series of leaflets about the product covering topics such as the menopause, hysterectomy and the months following the birth of a baby. Additional activity will include a seminar for women's page writers at the end of September, say *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 1XR*.

Handing it over

To mark the sale of their 25 millionth pair of housegloves, Marigold are making a special charity donation in conjunction with an on-pack offer.

Marigold are donating £2,500 to I CAN — Invalid Children's Aid Nationwide. Twenty five commemorative packs of Marigold housegloves have been produced offering a commemorative manicure set. And the retailer who sells the first special pack will be invited to present the cheque to I CAN at a special ceremony. *Marigold, LRC Products Ltd, North Circular Road, London E4 8QA*.

Soft sell

British Tissues are now supporting Dixcel Kitten Soft with over £1m advertising.

Commercials featuring Dixcel Kitten Soft will be seen on national TV-am this month, and in October on Central, Granada, Yorkshire and HTV Regions.

Advertising in women's magazines featuring 10p-off next purchase coupons of Dixcel Kitten Soft will run until November. *British Tissues Ltd, Lowlands House, 43 Lowlands Road, Harrow, Middx HA1 3BW*.

The Bjorn Borg men's fragrance line is distributed by *Hamilton Kaye (UK) Ltd, 6 Victoria Street, St. Albans, Herts AL1 3JB*, not as printed in *C&D* last week, p427.



Waltons backing Vantage in sight & sound in '87-88

The second phase of Vantage's promotional campaign using the all-girl Walton sextuplets breaks this Monday on TV-am. As well as the breakfast television, daytime ITV and Channel 4 coverage, this year's mix also includes, for the first time, commercial radio. Vantage say the package is worth £1m.

The TV schedule gives 30 second and 10 second slots in two bursts, September-

October and February-March 1988. To supplement the daytime transmissions, Capital Radio is being used during morning and evening peak times.

In the new TV commercial, the three and a half year-olds, Hannah, Lucy, Jenny, Kate, Ruth and Sarah Walton, together with their mother, are seen to give their local pharmacist the run around. The Turtles '60s hit "You know she'd rather be with me" which has the opening lyrics "Some girls love to run around, some like to handle what they see" provides the backdrop for the action, and describes it too. The voice over for both media has been done by Michael Aspel, and the commercial also features the new Vantage logo.

Vantage marketing manager Alan Turner says baby toiletry sales doubled in Vantage pharmacies as a result of the first Walton sextuplet commercials last year.

Vantage pharmacists will receive specially photographed "Walton sextuplets" POS material. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE*.

Labetalol can cause high blood pressure

Do problems with generics make your blood boil? Calm down

With Hillcross Generics you'll find just what you're looking for

Competitive prices, consistent product quality and rapid wholesale delivery right when you want it

Hillcross Generics — it's quality delivered at the right price



Please ask for this month's offers from your local AAH Group Wholesaler

Sangers launch into Chemex

Photo distributors Sangers Wholesale plan to introduce a number of new lines at the forthcoming Chemex 87 exhibition. There are also to be special promotions and deals open to visitors to the exhibition, says the company.

A host of products for the coming Christmas trade plus accompanying literature, will also be on show on stand number 161.

Sangers, September trade promotions include: a free case worth £12.95 srp with the purchase of every Praktica MTL5B camera with 50mm f2.8 lens; a Praktica MTL5B "kit one" for £8.34 when purchased with a Praktica MTL5B with 50mm f2.8 lens and case. (The "kit one" contains a flashgun (worth £25 srp), strap (worth £3.95 srp) and rubber lens hood (worth £3.95 srp); with orders for a Prestinox compact Diasystem projector, a free Southall Junior projector table during

September; save 20 per cent on normal BCP prices with the purchase of six SLIK 500G tripods; two free Fuji Super HR 100 135/24 colour print films with each Keystone Camera; a free Barclay "teddy bear" flip album with every Konica pop databack; save £20 on normal NAS prices on the Cullman C28 and MC25 flashguns — available at £30 the pair, and a free Trent Callmaker worth £99.95 with every Sangers Black Pack of six black telephones. *Sangers Wholesale Ltd, Priory House, Pitsford Street, Birmingham B18 6LX.*

Minis are in

This Autumn Le Clic are launching Le Mini — a mini 110 camera in a water resistant case which has a separate compartment for keys and film (£18.95 srp).

The camera comes in six colours and is available in mid-October. *Sangers Photographics Ltd, Priory House, Pitsford Street, Birmingham B18 6LX.*



Reach for it

A device to reduce accidents in the home by enabling children to reach a light switch has been invented and launched by a new company, Gidgee Gadgets.

The new Reach-a-Switch (£2.99) is designed for flat faced light switches, enabling it to be flicked on from a low level, says the company.

The product is available blister packed and with instructions, and is currently being supported by a PR campaign targetted at television and national Press. *Gidgee Gadgets, PO Box 1035, 52 Radway Close, Redditch, Worcs.*

Pentax mover

Pentax have produced a moving display unit for dealers for two of their cameras, the SFX and Zoom 70.

The unit has two cartridges which can be alternated by the Pentax representatives to feature either camera, say *Pentax UK Ltd, Pentax House, South Hill Avenue, Harrow, Middlesex.*

Added-Vantage

Vantage baby toiletries are in the spotlight this September with a 25 per cent extra free offer on baby shampoo, lotion, bath care and baby oil packs, giving 320ml for the price of 250ml pack. The range of Vantage baby products has been further extended by the launch of a new baby soap (150g, £0.28); a 180 cotton bud pack, a re-shaped baby powder pack, and a new blister pack for baby soothers.

The September promotion also has an element for pharmacists. By ordering eight cases of assorted items, they will receive, free, one outer — 24 bars — of Vantage baby soap, worth £4.73 at trade prices. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

Occasionally a tiny baby cries out to you for Dentinox



It's a relief to know you can recommend Dentinox with confidence.

Colic Drops for even the youngest baby. The active ingredient, Dimethicone, works quickly to disperse the bubbles of ingested air that cause the pain. It contains no systemic drug, has no effect on the



central nervous system and won't mask other symptoms.

Tried and trusted Dentinox **Teething Gel** takes the pain out of first teeth. Sugar free, aspirin free Dentinox is specially formulated for babies.

Safe, Baby medicines from Dentinox

NILFISK FOR A CLEAN BILL OF HEALTH



Whether your cleaning problem is a hospital floor or sawdust in a furniture factory, a smart reception or a greasy production line, Nilfisk provides an efficient cost effective flexible solution.

For more information about our wide range of industrial vacuum cleaners fill in the coupon attached or call us on the number below.

FOR MORE INFORMATION PHONE
0284 63163

Nilfisk Limited, Newmarket Road, Bury St Edmunds, Suffolk IP33 3SR
Telephone: Bury St Edmunds (0284) 63163. Telex: 817708

Please send me details of the Nilfisk range of cleaners

Name _____

Company _____

Position _____

Address _____

Postcode _____ Telephone _____

NILFISK 

THE WORLD'S LARGEST MANUFACTURER
OF INDUSTRIAL SUCTION CLEANERS

(C.D.)



Gillette add Volumizer to hair

A new kind of perm which gives volume without curls is being launched by Gillette, in conjunction with a complete relaunch of the Toni range.

The new Toni product, Volumizer (introductory price £1.99, normally £2.29) is designed for fashionable 15-34 year olds, to give bounce without curls and to be suitable for colour treated hair.

Packaging complements the Toni range with a modern black and white design, stressing its versatility and including a consumer information panel. It will be backed by a special on pack offer to be announced later, and a £100,000 women's Press campaign from January, part of £440,000 above and below the line support backing the whole Toni range.

The repackaging of Toni gentle, regular and super aims to project a more modern image, showing a photo shot of the curl achievable from each variant, stressing the conditioning benefit and including an embossed logo. New POS material is available for the whole range, say *Gillette UK Ltd, Great West Road, Isleworth, Middlesex.*

Focus on a linear look

As Focus on Legs celebrate their first anniversary, they are launching new styles for next Spring from Italian designer Emilio Cavallini.

They all concentrate on linear images with styles such as Sheer Ankle-opaque — an opaque leg with a sheer ankle, or sheer leg with an opaque ankle; back to front styles have the seam at the front; Ankle Loops offer ballet style look; Circle Line Seam shows a back seam with fine all-over horizontal lines. Electric Seam uses angular lines to give a lightening look over a back seam; Sideline Trellis a zig-zag side seam; Harlequin Seam shows falling diamonds.

Textures vary from ultra sheer to 15 denier, with prices ranging from £0.99 to

£8.99 for evening wear styles, say *Focus on Legs, Sift House, Common Road, Sutton-in-Ashfield, Notts.*

Pretty Polly at lunch

Pretty Polly are to sponsor this year's Women of the Year Luncheon, at the Savoy Hotel, London on October 26.

The luncheon, an annual event attended by women who have distinguished themselves in their specific fields, raises funds for the Greater London Fund for the Blind and this year will be held in the presence of Her Royal Highness Princess Alexandra. In addition to the sponsorship, this year's event features the Pretty Polly Award on behalf of the Women of the Year Luncheon. Nominations for the award are invited for women who are registered as blind and in the past three years have been recognised for their outstanding achievement. The winner will receive £1,000 and a sculpture from the Sculpture Studio by Sister Winifred Dolan, a blind nun.

The luncheon will be televised by the BBC and is scheduled to be broadcast on October 27. *Pretty Polly, Unwin Road, Sutton-in-Ashfield, Notts NG17 4JJ.*

ON TV NEXT WEEK



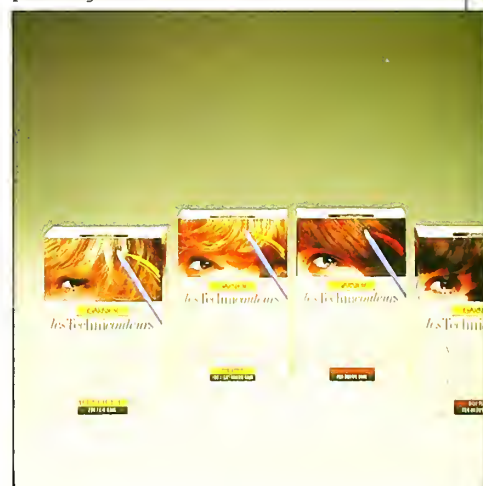
GTV Grampian	U Ulster	STV Scotland
B Border	G Granada	(central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	Bt TV - am	TT Tyne Tees

Amplex deodorant:	STV, Y, C, A, TSW, TVS, LWT, TT
Anadin:	All areas, C4
Askit powders:	GTV, STV
Andrex:	All areas
Deb's soap dispenser:	LWT, Bt
Deep Fresh:	Y, A, TT
Dettol:	Bt
Farley's rusks & cereals:	Bt
Fiesta kitchen towels:	All areas, C4, Bt
Flex:	All areas
Lanacane creme:	STV
Limara:	G, Y
Lipcote:	C
Mylanta II:	G
Natrene sweetener:	All areas
Oxy 5 & 10:	All areas
Peaudouce babyslips:	Bt
Reach toothbrushes:	All areas
Sergeant's Rug Patrol:	G, Y, TVS, LWT, TTV, C4, Bt
Simple skin care:	TTV, C, TVS, G, A
Varta batteries:	U, STV, G, Y, HTV, TSW, TVS
Windcheaters:	C, TTV

L'Oreal go Technicouleur

L'Oreals Garnier Division are launching a new hair colour product.

Les Technicouleurs (£2.49) is a brush-on permanent colour designed to give partial colouring effects such as highlights. The product is brushed on to give strokes of colour where they are wanted, which, the company says, avoids the problems of root regrowth. Les Technicouleurs comes in four shades: natural pearl blonde, designed for fair hair; honey gold, for light brown hair; rich auburn, for brown hair; and deep plum, for dark brown hair. Packs include mixing tray and spatula, application brush, sachet of Technicouleur conditioning shampoo, pair of gloves and instruction leaflet.



Les Technicouleurs will be backed by women's Press advertising from November, featuring the copyline "Strokes of colour you simply brush on and POS material reading "Brush on soft colour". And for the launch period a coupon promotion will run though leaflets displayed on the merchandisers, offering consumers 50p off the price of Les Technicouleurs. *Garnier, Golden Ltd, 30 Kensington Church Street, London W8 4HA.*

Supreme offer

Richards & Appleby are running a consumer promotion on their Supreme Collection of "smell-alike" fragrances.

A wallet containing one vial each of the six fragrances will be available for £0.99. The empty wallet can then be redeemed for 99p off the price of a full size from the collection. *Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs.*

AUTAN[®]

Mystery Shopper

Winners are a mystery

72 Prizes no longer

**PRESENTED TO
THESE LUCKY
WINNERS**

K. Sims,
Poole.

E. Faro,
Poole.

Southbourne Pharma,
Bournemouth.

Fiveways Pharmacy,
Bournemouth.

Penn Hill Pharmacy,
Poole.

Budgen & Parr,
Bournemouth.

Martin Gibson,
Exmouth.

L. Malcolm Spencer,
Swanage.

Allens,
Southwell.

Reads,
Norwich.

Hulse,
Heckington.

Foster & Plumpton,
Grimsby.

Kings Chemist,
Watton, Norfolk.

Dunsire,
Norfolk.

Morris & Morton,
Worksop.

Johnston,
Harleston.

Jordan,
Sheringham.

Gohil,
Sleaford.

Wootton,
Gwent.

Lewis,
M. Glamorgan.

Frost,
Sutton Coldfield.

Rowlands,
Shropshire.

Bader,
Worcester.

Hall,
Wolverhampton.

Vardy,
Wolverhampton.

Brockway,
Cardiff.

Savory & Moore,
Bromsgrove.

Harrisons Drugstore,
Doncaster.

Selles,
Leeds.

Baskind,
Leeds.

Sizelands,
Wetherby.

Carters Chemist,
Cleveland.

J. Walker,
Cleckheaton.

Wroes Chemist,
York.

UTD Co-op Pharmacy,
Carnforth.

Price Wynne,
Wirral.

Nupharm Chemist,
Hyde.

Ribbleton Pharmacy,
Preston.

UTD Co-op Pharmacy,
Blackpool.

Fergusons Chemist,
Cheser.

James Rushton,
Milnthorpe.

J Cubbins,
Wirral.

Red Rose Pharmacy,
Blackpool.

Rimington Chemist,
Bradford.

E. A. Brocklehurst Ltd.,
Hull.

Acorn Pharmacy,
Berkhamsted.

Stone Cross Pharmacy,
Harlow.

Neals Ltd.,
Hemel Hempstead.

Chiswick Pharmacy,
London.

Roding Pharmacy,
Essex.

Collins & Co.,
London.

Dills,
London.

180 Pharmacy Ltd.,
London.

A. K. Mehta,
London.

Geo. A. Harmer,
Eastbourne.

Anchor Pharmacy,
Croydon.

Luckhaven Pharmacy,
Penge.

Alan Woodcock,
Dorking.

A. H. Clarke,
Kent.

Savory & Moore,
Sussex.

Haria Chemists Ltd.,
London.

Arndale Chemists,
London.

A. F. Browne,
London.

R. G. Drummond,
Hamilton.

R. G. Drummond,
Glasgow.

Leslie,
Cambuslang.

Dickson,
Ruthallen.

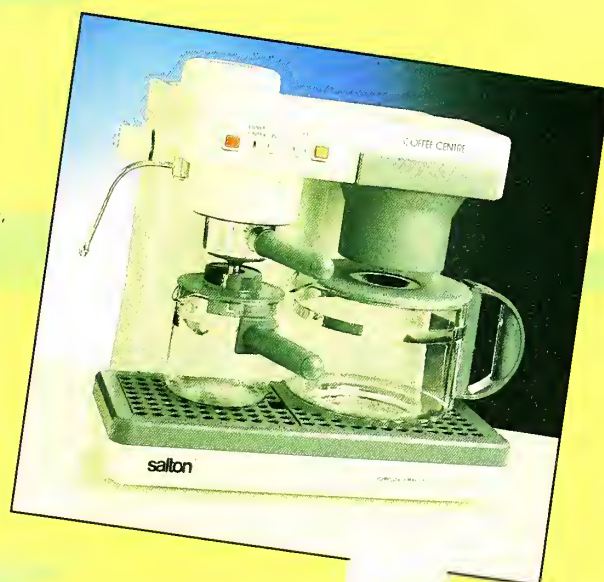
J. M. Bett,
Milngavie.

I. M. Mullen,
Falkirk.

Dewar Chemists,
Grangemouth.

Frazer,
Glasgow.

Central Pharmacy,
Helenburgh.



Once again Autan sales for 1987 have broken all records thanks to your splendid support during the last year and especially to those chemists who entered the Autan display competition.

Our Mystery Shopper has chosen the most eye-catching displays and listed above the 72 Lucky Winners who will each receive a superb cappuccino, filter and expresso coffee maker.

The manufacturers of Autan, Bayer UK, would like to thank all of those who participated and helped in our success.



Bayer UK Limited, Bayer House, Strawberry Hill, Newbury



A stronger Resolve

The paracetamol content of Beecham Resolve has been doubled from 500mg to 1g per dose to improve headache relief.

A display tray has been introduced to hold 36 single sachets (£0.25) which are designed for slipping into a wallet or bag. And advertising is running until December, using last year's "Human condition" commercial.

The product will be featured for the first time on over 1,000 cinema screens where the aim is to reach potential users in the 18-34 year age group. And over Christmas and the New Year the campaign will continue on TV-am and on LWT.

Beecham Health Care, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

Potent stuff

Booker Health are extending their range of royal jelly products with High Potency Royal Jelly (£6.29, 30 capsules).

The product contains a higher concentration of royal jelly than any other in the range, says the company. It also contains vitamins B1, B2, B6, C and pantothenic acid. Each capsule has a concentrate equivalent to 600mg of natural royal jelly and the recommended dose is one daily with food. The product is free from preservatives, artificial colours, flavourings, starch, sugar and gluten.

Booker Health Foods Ltd, Canada Road, Byfleet, Surrey KT14 7JL.



Maws are promoting their products as presents this Christmas with special gift labels. Traditionally designed tags will feature on the Starters spoon and fork, warming bowl, the Starter set, and the Training knife, fork and spoon. They are designed for easy removal for sales that fall after Christmas, say *Maws Division, Ashe Consumer Products Ltd, Kingston Road, Leatherhead, Surrey KT22 7JZ.*

EPILADY

Treat your customers to a revolution in leg care

Epilady is a revolutionary new hair remover which removes the hair from the roots as thoroughly as wax, yet it is as easy to use as a shaver.

It will not cut or nick the skin and leaves legs silky smooth for up to 4-6 weeks depending on hair growth.



Support for EPILADY includes:

- Trade and consumer advertising
- In-store demonstrations
- Promotional video and point of sale material
- Promotional activity

EPILADY HOT LINE:
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ORIS BEAUTY PRODUCTS LTD, ONE M HOUSE, 102, BRANTWOOD ROAD, LONDON N17 0DX



New Dextrosol® drink. We know they'll go for it.

Quenching the thirst for energy.

Everyone knows that active people like Dextrosol, the top-selling, energy-giving tablets, so what could be more natural than offering a delicious, thirst quenching Dextrosol drink?

Refreshing and revitalising.

Made from Glucose, Minerals and 55% pure, natural Orange Juice, lightly sparkling Dextrosol drink is uniquely refreshing as well as revitalising. And it's free from thirst creating sodium and all artificial colours, flavourings and preservatives.

The backing to win.

In research, Dextrosol drink ran away with the honours. Now

it's out to win the race for sales, backed by £750,000 of Dextrosol National press support, Sports press, Posters and Sponsorship.

How you can go for it.

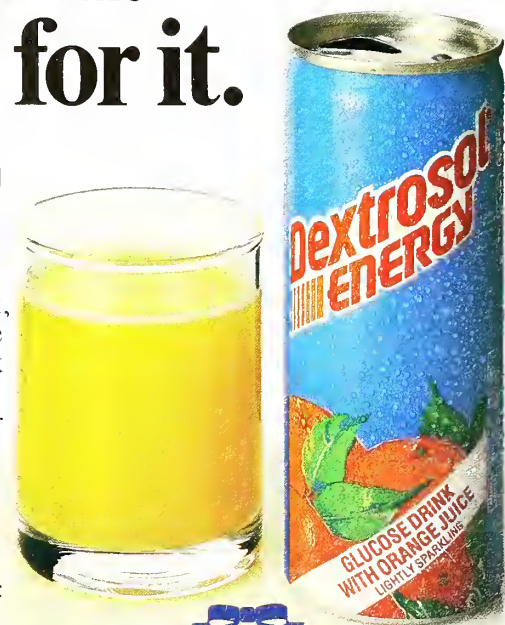
250ml cans of Dextrosol drink, shrinkwrapped in 24s are available from your usual Dextrosol tablet supplier. For further help or information, please contact: Customer Services Dept, CPC (U.K.) Ltd, Claygate House, Esher, Surrey KT10 9PN. Tel: 0372 62181.

DEXTROSOL®

OFFICIAL ENERGY PRODUCTS TO:



BRITISH
ASSOCIATION
OF NATIONAL
COACHES



Best Foods

A Division of CPC (United Kingdom) Ltd.

© DEXTROSOL IS A REGISTERED TRADE MARK



For refreshing showers

A new range of Badedas shower gels comes in three fragrances. Badedas original contains essence of horse-chestnut and fragrant pine, while Badedas mild has been formulated with a neutral pH and aloe vera to condition delicate skins. Badedas sport has a fresh citrus fragrance and is intended for keep-fit enthusiasts.

All three variants are available in 200ml containers (£1.62), shaped to be

held easily in wet hands and with a hanging strap for convenient storage. Advertising support for the new range will be included in a £1.2m campaign for Badedas to be shown in November and December, and again in early 1988.

Beecham Health Care, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

Road runners

Proctor & Gamble are running a free coach tickets promotion on five of their toiletry and household brands.

Large sizes of Crest, Head and Shoulders, Daz, Lenor and Flash will carry tokens giving consumers the chance to get a free coach ticket worth up to £30 when they buy one other. The tickets can be purchased from National Express or Scottish Citylink agents.

The promotion is being backed by a £700,000 television campaign beginning on September 23, with additional support from posters in coach stations and ticket agents. *Proctor & Gamble Ltd, PO Box 1EE, Gosforth, Newcastle upon Tyne.*

Radox back again

Television advertising and a 20 per cent extra value offer are supporting Radox herbal bath salts and liquid this month.

The £450,000 campaign features the "Yakety Yak" commercials depicting back-breaking pursuits relieved by Radox. The extra value packs run across all fragrances in the 550g packs of salts and 300ml and 500ml sizes of liquid, say *Nicholas Laboratories Ltd, Toiletries Division, 225 Bath Road, Slough SL1 4AU.*

Sugar — free

East Anglian consumers are being offered the chance to try a free sample of Sweet 'n Low 2 in a new promotion organised by Dietary Foods.

A special china container is now available with free sample sachets say *Dietary Foods, Cumberland House, Brook Street, Soham, Ely, Cambs CB7 5BA.*

MAVALA GO FROM STRENGTH TO STRENGTH

like the nails of millions of women worldwide

	SEPTEMBER		OCTOBER				NOVEMBER					DECEMBER		REACH
	21	28	5	12	19	26	2	9	16	23	30	7	14	
CAPITAL RADIO 90 SPOTS														5,011,000
WOMAN														2,123,934
GOOD HOUSEKEEPING														689,194
ELLE														480,000
PRIMA														1,986,036
WOMAN'S OWN														2,226,160
WOMAN'S JOURNAL														437,080
COSMOPOLITAN														739,756

MAVALA NAIL CARE: INSERTION

MAVALA SPECIAL HAND CARE: INSERTION

||||| RUN ON

||||| RUN ON

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in one of Mavala's largest ever multi-media campaigns

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Or phone Mavala on 0732 459412 for details.

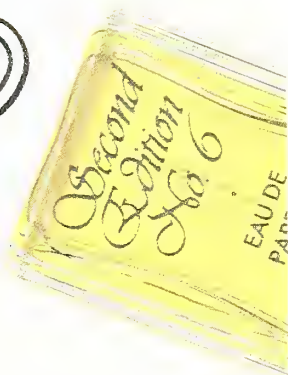


MAVALA

gallery



second edition



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 Knutsford, Cheshire, WA16 7BR.
 Tick appropriate box(es):

- ☐ Please send product brochure and price list.
- ☐ Please send details of my local distributor
- ☐ Please ask representative to call.

Name

Company

Address

Tel No.





Christy on the nailing list

Thomas Christy are entering the £7.5m artificial nails market with the launch of Lee press-on nails, and backing them with a £1.6m advertising campaign.

Presented in a black and silver pack with see-through window, each pack contains 20 pre-coloured nails and 40 adhesive tabs (£3.95). Replacement nail tabs in 40s will also be available for 0.99p. The range currently features a choice of eight popular colours which will be updated as fashions dictate, says the company.

A POS unit in black and silver will hold four of each nail colour and four packs of the adhesive tabs, while advertising will run in major women's magazines until next Summer and on television featuring the theme "Beauty at your fingertips", say *Thomas Christy Ltd, North Lane, Aldershot, Hants.*

Aramis' design for Xmas

Aramis have launched a range of gift wrapped products for Christmas.

Time for Tuscany (£35) offers the men's fragrance with a leather strapped watch embossed with the product name; Elements of Style (£17.50) — an after shave and soap in a case. On the Double (£26), eau de cologne and after shave; Encore, Encore (£37.50), eau de cologne

aerospray and after shave skin calmer; Daily Agenda (£31), 900 herbal eau de cologne and 900 after shave soother; The Morning Forecast (£20), 900 herbal eau de cologne with a 900 Christmas edition soap on a rope; Country Pleasures (£19), Devin Country after shave; and Country Refreshers with a Devin Country fresh soap in a case. All these collections are wrapped in a red basket weave design, reflected in Ceramis, the basket look teddy bear cookie jar which comes with 12 Aramis teddy soaps (£35). Distributed by: *Aramis, Frenchman's Road, Petersfield, Hants.*

A little black number

A black noire half-circle evening bag with Magie Noire products is being offered free with purchase of Magie Noire eau de toilette spray (£17.95).

The lined zip top bag, labelled Magie Noire de Lancome offers a 30ml body cream, two soaps and 50ml perfume, available while stocks last. *Parfums Lancome Paris, 14 Grosvenor Street, London W1X 0QA.*

New faces

Max Factor are completing the relaunch of Outdoor Girl cosmetics with new foundations and powders.

Natural Touch, Total Finish and Matte Velvet foundations (£1.49) are available in fair, light beige, medium bronze and cool natural shades; Cover-up swivel stick cream (£0.99) and creme silk finish compact (£1.99) comes in fair, light beige, medium bronze and translucent. *Max Factor Ltd, Watermans Park, Brentford, Middx TW8 0DS.*

Vichy are launching Serum Vital (30ml £14.90). The product comes in a pump dispenser inside a window-fronted presentation pack. *Vichy (UK) Ltd, Asheville Trading Estate, Nuffield Way, Abingdon, Oxon OX14 1TJ.*

And a Quickie correction

Two products for putting right make-up mistakes are being added to the Quickies range.

Quickies eye make-up corrector pen is intended for touching-up an over generous application of eye make-up, including smudged mascara, and comes with four replacement tips (£1.99). Quickies nail varnish corrector pens are for tidying up cuticles, under the nails or around the side of the nail or for removing smudges (£1.99). Based on a non-oily formula, the pen comes with four tips.



Each pen is blister-packed onto a card with a hanging slot for display. *Beecham Health Care, Beecham House, Great West Road, Brentford, Middx TW8 9BD.*

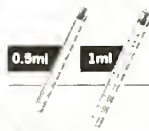
Be a mug

Addis' range of combs are now available in batches of 48 in new counter presentation mugs.

Designed to be space saving, the mugs come with either black or coloured 5 or 6in combs, or coloured 7in or tail combs, say *Addis Ltd, Brushworks, Hertford.*

Open prescriptions? Point them this way.

Only B-D 1ml U-100 and 0.5ml U-100 sterile interior single use syringes feature the double lubricated MICRO-FINE III needle for the best injection comfort available.



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BECTON DICKINSON Becton Dickinson UK Limited, Between Towns Road, Cowley Oxford OX4 3LY Telephone 0865 777722

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Zubes are betting £100,000's
on the Winter Hoarse Race...

THREE WINNERS IN A ROW!

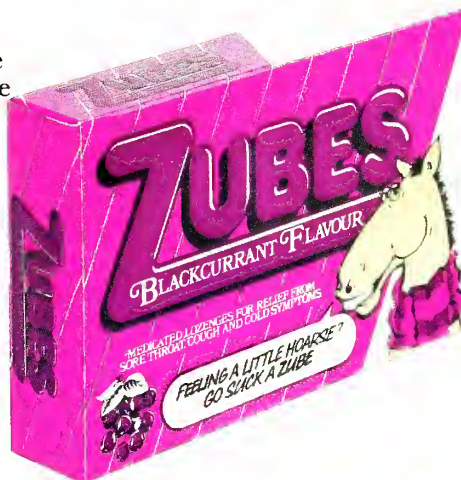
In less than a year, the re-launch of Zubes medicated throat lozenges has seen the brand gallop ahead to DOUBLE its market share.

And with the odds so much in our favour we're backing Zubes with a six-figure sum to make all the running in the 1987 winter race for record sales.



WATCH THE DARK HORSE IN '87

Original, Honey & Lemon, Cherry...those are last season's favourites that will be challenging again for first place in the Hoarse Race. But watch out for the dark horse in the Blackcurrant colours – the exciting new Zubes flavour for 1987 that increases your customers' choice and boosts your winnings!



WHO WILL
WIN THE
ZUBES WINTER HOARSE
RACE? ...YOU WILL!!

Follow our "grand national race"
'Live' on radio



A promotional spend of £100,000's will be spearheaded with national Zubes advertising on independent radio – your local station will be supporting you throughout January and February with a special "Cold Weather Package". This means we'll be keeping up 'live' coverage of weather conditions in each area and dominating the airwaves on the coldest days.

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DISCOUNTS

ZUBES

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Tel: 061-792 6111

Thank heaven for little girls . . .

A little girl of three, picked out of 23,000 crowned and gowned, painted for posterity, pictured in the Press, winned and dined with former beauty queens in the splendour of the Savoy — might well sound like the making of a popular American soap opera. It is, in fact, the making of a popular English soap.

This is the £350,000 promotion which annually backs A&F Pears' transparent soap, the Miss Pears competition which this year saw its 30th anniversary.

Helped along by this birthday spirit, the company received a record 23,000 entries this year — photographs of girls aged between three and nine, backed by one proof of purchase and an entry form, printed in major women's magazines and on special Miss Pears packs in the run up to the contest.

And to mark the occasion, the first Miss Pears, Susan Cadge, joined the 1987 winner Claire Moogan. They met at a special celebration at London's Savoy Hotel last week, along with 24 others who took the title in the intervening years. For a day they shared matching Victorian costumes and the memory of being Miss Pears for a year.

"The whole thing is helped by people's love for nostalgia and the human interest story", says brand manager Katarina Wendt. "To make the product, packaging and promotion trendy and up-to-date would be to lose its magic. If it is old fashioned it is only in a positive way," she says, "reflecting

the product's history and giving a mood of reassurance and quality."

This marks an innovation in advertising seen throughout the product's history — indeed it helped its survival nearly 200 years ago. And far from fearing that the Pears' purity claim, which was so new back in 1789, will be swamped by 1980's trends for the pure and simple, the company is confident the soap will benefit from the fashion, while being boosted by its own historical distinctiveness.

Pears transparent soap was formulated by a Cornish farmer Andrew Pears in 1789, who was later joined by his grandson Francis (hence A.&F. Pears). But it was actually Francis' son-in-law, Thomas J. Barratt who promoted sales of the product. So revolutionary were his ideas that he became an international figure in the new profession of advertising.

Such was Barratt's belief in advertising that in his first few years with Pears he increased the promotional spend from £500 for its first 80 years to £126,000 per year.

The basis of his appeal was that Pears soap made its users beautiful — the theme used in today's advertising. He got testimonials from figures like Dr Redwood, then Professor of Chemistry and Pharmacy to the Pharmaceutical Society of Great Britain, actress Lillie Langtry, and spiritual leader Dr Henry Beecher, whose written support of the product was printed on the front page of the *New York Herald*, a first for the paper, and so consequently reproduced nationwide.

The name Pears was stamped on coins, used in Punch cartoons, backed by the company's



production of Pears' shilling Cyclopaedia and several Charles Dickens novels, and supported by the company's purchase of Sir John Everett Millais' painting "Bubbles".

The company, now part of Elida Gibbs, continues to use Barratt's ideas in its use of art and promotion. The "Preparing to be a beautiful lady" idea featured in a series of advertisements in 1932, using random pictures of children sent in by their parents. This extended into the Miss Pears competition in 1958.

"We will continue to update our ideas,"

A history of advertising . . .



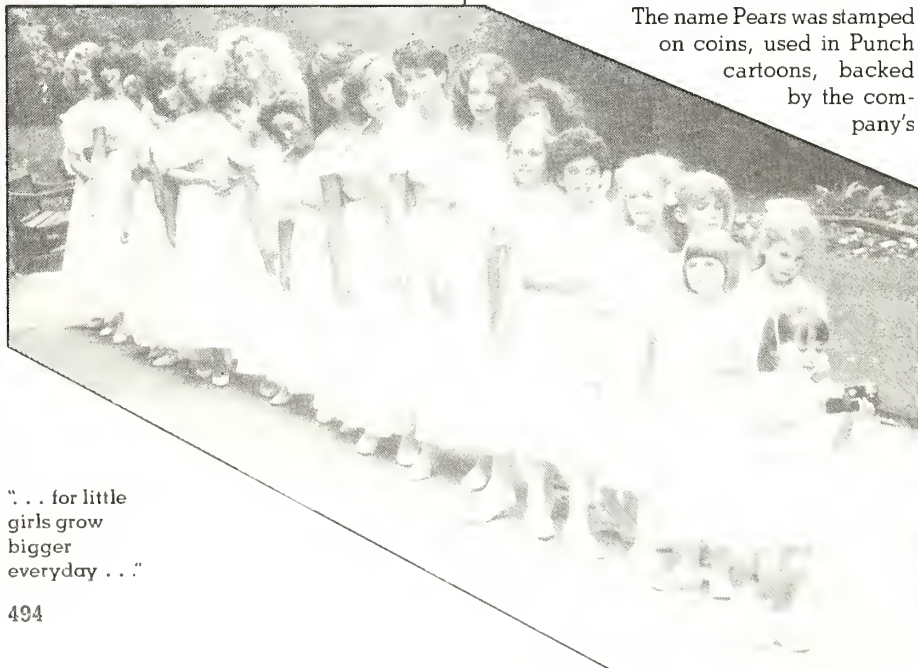
. . . helped along by Lillie Langtry



says Ms Wendt. "A Master Pears could be a route for the future. But it must retain its distinctiveness."

For now, Miss Pears, Claire Moogan of Liverpool, will take her £1,000 prize and, for the next year, represent the company in the Press and at promotions, including the unveiling of her own portrait in the Pears gallery early next year.

"We don't look for beauty queens or children with special backgrounds", says Ms Wendt. "The soap is for the typical modern British woman, so we look for the typical British little girl. Now that we've found her, she'll help us look for the next Miss Pears . . ." The soap opera continues.



"... for little
girls grow
bigger
everyday . . ."

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FREE
TRIAL SACHETS**

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- * A fresh look for our dependable Calendula.
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"Giving dissatisfaction to somebody"

Sir Alan Marre looks back over his four years as chairman of the Rural Dispensing Committee
Sir Alan Marre joined the Ministry of Health in 1936 — rural dispensing was a problem then. It had been a headache since 1911 when Lloyd George set up the national insurance scheme. But in 1975 the two professions, doctors and pharmacists, set up an independent committee under Sir Cecil Clothier to try and solve the problem. Recommendations came two years later and were followed by five-and-a-half years of negotiation with the Government to work out a statutory framework and the Rural Dispensing Committee was born.



I can't be easy chairing a body that has to adjudicate between doctors and pharmacists, especially where one of the two parties is bound to be disappointed by each decision. But Sir Alan Marre, who was chairman of the Rural Dispensing Committee for its first four years, was flattered to be asked to take the job. And he was a little sad to relinquish the chair in March, but, as he says: "At 73, it was right to have a younger man and for me to retire."

Add to his four years with the RDC, two years on the "standstill committee" that preceded it, and Sir Alan has built up considerable experience of the thorny problem of rural dispensing. He recalls that rural dispensing has been "festering" ever since he joined the Ministry of Health in 1936. "It is much to the credit of the two professions that they set about trying to resolve the situation, and it has required determination on their part to make it work," he says.

He is full of praise for the approach the committee members have taken in getting to grips with each other's point of view. "As we went along we worked more and more as a team with a fuller understanding of our respective positions. You can't expect pharmacists to see things the same way as a doctor does. There were differences and one had to accept that, but behind all our thinking was that there should be a machinery to get over those differences. We didn't want to get back to the old days when great difficulty was caused by there being no system at all."

As a senior civil servant, Sir Alan had plenty of experience chairing committees. But he is full of praise for the nine-man RDC. "I thought it developed into one of the most conscientious and co-operative committees I have worked with."

Sir Alan estimates that his work on the RDC occupied him for one day a week. In the first three years of his chairmanship the RDC dealt with 246 applications to dispense by doctors and pharmacists, granting 194, refusing 52. Add to that 30 rurality appeals — four granted in full, seven in part and 19 rejected. The quality of the decision-making can perhaps be gleaned from figures on appeal applications to the Secretary of State. Of 75 appeals in the first three years, only ten were upheld.

"You have to remember that you cannot give satisfaction to everyone. In fact, the RDC is a committee that gives dissatisfaction to somebody. If you allow a pharmacy to open, a doctor will feel aggrieved. If you allow a doctor to dispense, you will upset a pharmacist or other doctors," he says.

The Committee has always had to stick to its one criterion in judging applications to dispense. "The RDC has to grant an application unless it considers that to do so 'would prejudice the proper provision of general medical or pharmaceutical services'. The evidence that was submitted to us often bore no relevance. People would say: 'If we are allowed to dispense we will greatly improve the services to patients.' But that is not the criterion we have to apply. Everyone, at all times, has in mind the need to serve all patients. If we don't apply the criterion, we are just asking to be turned over on appeal."

Sir Alan says he has thought a lot about whether the RDC's remit is the best one. "But I could never think of an obviously better formula," he says. "You must remember that the formula was the result of five and a half years of negotiation between the two professions and the Government. The committee could be asked to decide what is in the best interests of the public, but in that

case I can only see indefinite wrangling."

Over four years the written evidence supplied has improved and the Committee has found that visits by a small team to report back have become unnecessary to get a proper idea of the area under appeal. This is not true of rurality appeals, Sir Alan says. During the period of his chairmanship, the view was that "rurality" couldn't be determined on the basis of written evidence. The RDC has, on occasions, had to deal with a number of appeals in one area following the complete rural/urban classification of an entire FPC area. In Hampshire, for example, a team from the Committee spent two days collecting oral evidence on eight different sites.

There is no definition of "rurality", but Sir Alan says the RDC has been consistent in its decisions. "I don't think the treatment of rurality is consistent over the whole country. You can't be sure that the same standards are applied by all 96 FPCs," he says.

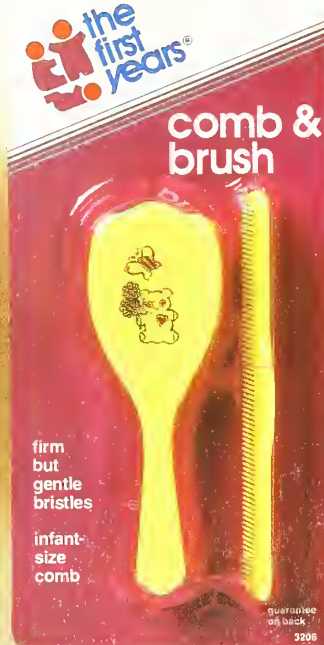
Sir Alan thinks that the number of applications to open pharmacies in rural areas will slow down, now that the new contract is in force. "I personally wondered whether it was necessary to have the new system operating in rural areas, when the RDC was operating there, albeit under a different criterion. I do think it is going to be harder for pharmacists in rural areas now, having to go through two hoops."

Sir Alan is confident the Committee will continue to operate without the need for drastic change. "The Committee has done reasonably well, and so it is possibly best to leave it alone. I tried to get the RDC to do its job reasonably quickly and I hope it did. But you always get delays in a bureaucratic system. Four and a half years isn't long in the life of a public body and we should see how it develops in the future."

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Chemex takes the spotlight in '87

Visitors to Chemex this year will find it easier to park, get to and get around the show. That is the promise of the organisers, who point out that it will be the only exhibition being held at Earls Court between September 20 and 22. And Chemex itself is larger this year, with 400 stands — 100 more than in 1986. Organisers Trade Exhibitions expect attendance to exceed the 6,000 who visited the show last year.

The organisers of Chemex have high hopes for this year's exhibition seeing it as a show with growing status in the retail chemist world.

Ellen Moloney, director, Trades Exhibitions writes: "Follow the crowds flocking to Earls Court between September 20-22 to see the best and latest products and developments to be found in the industry. New ideas for Christmas, brand new companies and exciting product developments are all on display at this year's Chemex.

"In the six years since Chemex started, it has achieved a reputation as the only major exhibition to meet the needs of community pharmacists and allied retail outlets.

"Recognising its national status, major companies are regular exhibitors and each successive year sees an increase in the number of first timers. This year there are 100 more stands than 1986, bringing the total to 400.

"Visitors aren't slow to respond, with attendance rising to a record 5,834 people passing through the doors last year: a figure which is expected to increase significantly this September."

Currie calling

"Chemex's place in the trade is underscored by the fact that Edwina Currie, MP, under secretary for Social Services will be officially at the exhibition on Monday 21. Now, for the first time, Chemex has the exclusive use of Earls Court which will improve access to stands, ease parking and transport problems and make attendance a pleasant experience for all concerned.

"As well as the market leaders, smaller suppliers are recognising Chemex as the best place to show off their products. Market surveys carried out on pharmaceutical chemists show that they advise suppliers to attend as it offers one of

the best methods of introducing themselves and their products to the trade.

"To grow and prosper, retail outlets need to stay on top of market trends by introducing new products when they are available.

"Choosing the most appropriate products is made easier when they can all be seen under one roof. It also helps if retailers can meet the growing number of their suppliers to chat about what is new. All of which is made much easier at Chemex: the one show where retailers may meet representatives of all the principal sectors in which they trade.

"Major new growth markets (such as health food, catering to the popular emphasis on healthy living), are shown alongside the traditional pharmacy sectors.

"Chemex also gives retailers from around the country the chance to meet up with each other to discuss problems and to swap stories. Mixing business with pleasure is one of the plus points at Chemex."

Express visit to the show

Garland Cosmetics, on stand 51, will be introducing Express nails in a retail pack (£2.50). Previously these have only been available through salons for professional application, but the company says: "These have proved so popular that in response to the demand we have brought out the same for retail sale, in packs of 20 nails with glue."

There are six colours available — two of each shade — on cards of twelve packs of nails.

Special offers will be available at Chemex for the new products and the standard express nails. *Garland Cosmetics Ltd, 12 Marian Square, Netherton, Bootle, Liverpool L30 5QB.*



Edwina Currie will be at the show on Monday, September 21, at 1pm, when she will tour the exhibition and visit the stands to talk to the exhibitors

LAUNCHES

Among the recent launches making their debuts at Chemex are:

Ultra Pampers disposable nappies from Procter & Gamble (carry pack £6.99, value packs £13.49); and **Clearasil Acne Treatments** from *Richardson-Vicks Ltd, Rusham Park, Whitehall Lane, Egham, Surrey TW20 9NW (stands 55 and 57).*

PC computer labelling system range from **Park Systems** — available as a twin disk PC compatible computer or a 20Mb hard disk PC compatible — *Park Systems Ltd, 41 Parliament Street, Liverpool L8 5RN (stands 62 and 64).*



Ultra Glow compact (£12.95), bronzing gel (£6.95), and Silk finishing powder (£3.25), from *Ultra Glow, Unit 5, 13 North Road, London N7 NHA (stand 236).*

Faith in Nature range of natural cosmetic based on herbal extracts and oils from **Faith Products**, new exhibitors, who are offering 10 per cent discounts and free carriage on all paid-up orders over £75, and a free prize draw for all similar orders received by September 30. *Faith Products Ltd, 52 Albion Road, Edinburgh EH7 5QE (stand 146).*

Secrets fragrance pens from **P.G. Grace International**, first time exhibitors, *160 Sheen Road, Richmond, Surrey TW9 1UU (stand DU5).*

LAUNCHES

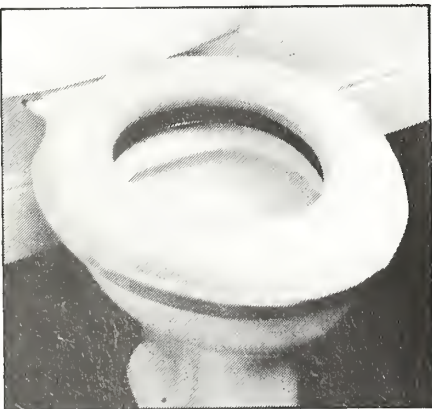
Lee press-on nails in eight colours from **Thomas Christy, Christy Estate, North Lane, Aldershot, Hants (stands 283 and 284).**

10.10 System Five pack for flexible wear contact lens wearers, containing 50ml 10/10 cleaning and disinfecting solution and five rinsing and neutralising 15ml vials — from **Coopervision Ltd, Permalens House, 1 Botley Road, Hedge End, Southampton SO3 3HB (stands 58 and 60).**

New presentation and "improved quality" Kaolin Poultice, now made in a softer form and presented to the trade in 200g and 500g jars with screw top lids from **K/L Pharmaceutical Ltd, 17 Hillhouse Road, Troon, Ayrshire KA10 6SY (stand 220).**

Minilab 500 system providing a one-hour photographic processing service and enlarging ability from first-time exhibitors **Durst UK Ltd, Felstead Road, Longmead Industrial Estate, Epsom, Surrey KT19 9AR (stands 274 and 276).**

The repackaged range of haircare and beauty products from **Steiner Ltd**, also showing for the first time. **Steiner Ltd, Steiner House, 66 Grosvenor Street, Mayfair, London W1X 0AX (stands 107 and 108).**



Suba-Care inflatable toilet seat cushion from **William Freeman & Co Ltd, Suba-Seal Works, Staincross, Barnsley, South Yorkshire (stands 61 and 63).**

Make-up, shaving brushes and razors from **Chameleon**, who are offering a free set of brushes for anyone placing an order of over £150 at the show. **Chameleon Cosmetics Ltd, Stem Lane Industrial Estate, New Milton, Hampshire (stand 82).**

The travelling starts here...

If your travels round the Chemex stands leave you worn out and ready for a holiday, take note of the display at **stand 377**, where a travel agency started up by two pharmacists awaits your attention.

Ronnie and Jerry Gould, both pharmacists, have also been in the travel business for over 20 years, and this year they have decided to tempt chemists with the promise of golfing holidays to Portugal and property sales in the South of Tenerife.

It's the first time their **Northway Travel** company has featured at Chemex, and according to Ronnie Gould, "As far as I can recollect it's the first time any fully-blown travel agents have been there". He and his brother Jerry decided to set up their holiday service for chemists because, "Everyone has more leisure time these days, and golf seems to be the primary sport, so we decided to combine the two". Their stand will show videos of the golf holidays, and there will be a Chemex offer of inspection flights to Tenerife for £99, including accommodation.

Pebble Beach Village in Tenerife South is the site of the apartments on offer, where there are two golf courses at the

Amarillo Golf and Country Club. Winter holidays are at Estoril, Portugal, where accommodation is at the Lennox Country Club, described by Northway as "a favourite with golfers for many years".

Mr Gould hopes for a "very great response" from Chemex visitors. "To make sure everything's all right, we've even bought an apartment in Tenerife ourselves," he commented. "And we're both chemists, and we play golf, so we know what our customers want!"

The Northway Travel offices are along the block from the Goulds' Liverpool pharmacy, and Mr Gould explains, "We can keep our eye on the business, but we employ qualified travel staff, and our senior consultant Mrs Rose Dacey, who'll be at the stand, has been with us for 17 years".

The Goulds are a busy family; with their partner Jeff Riley, Jerry and Ronny Gould run Garland Pharmaceutical. And Ron's wife Tina Gould is the managing director of Garland Cosmetics, whose Express Nails products will also be on display at the exhibition this year. **Northway Travel, 34 Marian Square, Netherton, Bootle, Liverpool L30 5QB.**

Aromatic stand for Tisserand

If you follow your nose you may well end up at **stand 370**, where **Aroma Therapy Supplies** are making their first appearance at Chemex.

Aroma Therapy supply Tisserand oils, and aim to spread the message that "our daily lives can be enriched through using essential oils."

Robert Tisserand, who founded the first aromatherapy company in Britain in 1974, acts as a consultant to the firm; he is also a lecturer on the subject and has written books on "The art of aromatherapy", and "The Essential Oil Safety Data Manual".

The company's claim is that essential oils can be used to alter mental and emotional states. "Experts on odour research tell us that we respond to smell more emotionally than we respond to other senses".

Oils can be used, they say, "like any herb or drug, to influence blood pressure, aid digestion, stimulate nerve function, and so on". Their oils are applied as massage oils, bath oils or inhalations. But, they say, the essence can also be used as room fresheners, when dropped in a bowl of hot water.

"We do not stock any of the very hazardous oils", says the firm; "Those that

are only moderately hazardous should not be used without reference to their toxicity or skin irritation capacity in the Manual".

Retail prices for the Tisserand range start at £1 and go up to £14.45, and a retail starter pack comprises a display outer containing three 9ml packs of geranium, lavender, orange, patchouli, rosemary, rosewood and ylang-ylang. POS material is included with the pack. A leaflet listing the different oils available categorises them into suggested use: "medicinal", "mood change" or "beauty care". **Aroma Therapy Supplies Ltd, 52 St Aubyns Road, Fishergate, Brighton, Sussex BN4 1PE.**

Michael Harvey will be showing their new private label products at **stand 225**. "Until recently," says managing director **Michael Harvey**, "95 per cent of our products were packed in aerosol form. However, in the last month we started manufacturing hair and beauty preparations and treatments packed in plastic tubes and pots". These come in private label or with the company's own in house design. **Michael Harvey Haircare Products Ltd, Chadwick Road, Astmoor Industrial Estate, Runcorn, Cheshire WA7 1PW.**



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LAUNCHES

Heathcote & Ivory collection of fragranced gift sets from first-time exhibitors *MDD Ltd, 121 Harris Way, Sunbury on Thames, Sunbury, Middlesex TW16 7EL (stand 8).*

Tablet counting machine incorporating a digital counter and bi-directional RS232 interface, from *Adam Equipment Co, Third Avenue, Denbigh Industrial Estate, Bletchley, Milton Keynes, Bucks MK1 1EW (stand 9).*

Walk Easy personal emergency alarm, gas operated, pocket-size, from first time exhibitors *Topline International, Topline House, Bartlow Road, Linton, Cambridge CB1 6LY (stand 341).*

Vantage logo in its new version, on a stand representing a retail pharmacy, from *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE (stands 221, 222 and 245).*

LC-65 Unit for contact lens care, and a new tablet size for **Hydrocare Fizzy Protein Remover**, from *Allergan Ltd, Turnpike Road, Cressex Industrial Estate, High Wycombe, Bucks HP12 3NR (stand 281).*

Evening Primrose Oil Company Ltd is showing for the first time the full range of its EPOC brand of products. *Evening Primrose Oil Company Ltd, Unit 1, Jubilee Drive, Loughborough, Leicestershire LE11 0FL.*

English Grains Marketing will be at **stand 94** for the first showing of Red Kooga ginseng which has recently had a repackaging and relaunch. Visitors will see new point of sale material for all the major brands and will be offered show discounts. *E.G. Marketing Ltd, Park Road, Overseal, Burton on Trent, Staffs, DE12 6JT*

Two companies are aiming for the chemist's sweet tooth this year: **Cadbury** are exhibiting a range of display equipment which is available on free loan to retailers (**stands 278 and 279**). A recent chemist display test showed that they can raise total confectionary sales by 22.7 per cent, say *Cadbury Ltd, PO Box Bournville, Birmingham B30 2LU*. And **Mars Ltd** are offering consultancy advice on how to stock and maximise confectionery sales in retail chemist shops (**stand 255**). *Mars Ltd, Dundee Road, Slough SL1 4JX.*

Zaf zap into the future

Unveiled for the first time at Chemex will be Zaf's computerised rotating dispensing and stock system. Pharmacists will be invited to operate the system on **stands 190 and 193**. Zaf claim their new system will "take dispensing trends into the next century. It is designed specifically for the pharmacy market and to cater for the impending stock holding problems which are gradually being brought about through the introduction of Original Pack Dispensing".

Contained in a steel cabinet are a series of between 12 and 20 connecting vertically-stocked pharmacy shelves, which rotate using the principles of a conveyor system.

Pharmatic can be operated manually or by computer. Zaf will also be unveiling some of their range of aluminium showcase and counter systems, which are designed to be compatible with their display equipment.

Merchandising for the stands will be supplied by Vestric, due to Zaf's involvement as shopfitters for the new Vantage storefitting concept, being installed in various AAH Pharmacy Concessions stores in the South of England.

The first franchised pharmacy was fitted out in five days, in a two-phase operation, say Zaf, and while the shop continued trading. "Without the disruption of trade, the dispensary and left hand wall of the shop were installed

during a Saturday evening, with handover for merchandising mid-day on Sunday, when the second phase started."

Medical counters are designed to hold a lot of stock, for more impulse purchasing, says the company.

"We handle most of the chemist multiples in the country," says sales director Richard Dibley, "and we have secured a £¾m contract with Boots. We intend to think ahead of the game". *Zaf Ltd, Radford Court, Ilkeston Road, Nottingham NG7 3HF.*

Electrical Elite

Medielite are offering independent chemists the opportunity to join the "Elite group" for the first time in Chemex this year. The group has over 100 members, and the company claims it can offer the chance to withstand competition from multiples, and get priority stock allocations. Medielite, taking **stands 53 and 54**, dispense electrical goods, and will be showing Philips' Jet Set gas curlers and styling products; Braun's Clicker range, the Carmen Whispa hairdryer range, Le Clic, and products from Polaroid and Kodak. *Medielite Ltd, Aladdin Workspace, Unit B6, 426 Long Drive, Greenford, Middlesex UB6 8UH.*

Telling the Calcium story

Intercare's new Calcium Factor 500 calcium supplement will be on display on **stands 247 and 249**, where they will be showing the "calcium story".

This will include information on calcium-rich products, with the recommended daily amounts, and age groups most at risk from a calcium deficient diet.

Also on show will be details of a £500,000 advertising campaign starting in September and running until March in *Prima, Good Housekeeping, Woman's Own, Women's Realm, Woman, Woman's World* and *Woman and Home*.

A preview of the repositioning of Triogesic and Triominic will be featured on the stand. "These two products previously enjoyed good prescription sales with Intercare's sister company Sandoz," says the firm, "but following the limited list, Intercare have repositioned these products to be consumer-advertised, in preparation for new Winter television

advertising campaigns".

Intercare are taking over the distribution of Nicobrevin, an OTC anti-smoking product; this and its new advertising campaign will also be on show on the company's stand. *Intercare Products Ltd, 7 The Business Centre, Millars Lane, Wokingham, Berkshire RG11 2QZ.*

On **stand 27**, **Evian** are making their Chemex debut with their still mineral water from France. "With the move towards healthy living", says the company, "more and more chemists are finding the need to stock bottled mineral water in the health product and the mother and baby areas". Evian mineral water comes in 2 litre, 1½ litre, 50 and 33cl standard plastic packs, and one, half and quarter litre glass bottles. *Evian (Agencies) Ltd, Swan House, 207 Balham High Road, London SW17 7BQ.*

LAUNCHES

The chemist trade will see **Jerome Russell's** newly launched fashion accessories for the first time at Chemex (on stands 188 and 189). Flower butterfly clips for the hair retail at £1.99; and the flower twister, to hold up the hair, at £1.49. And an addition to the "fun" range are the Foil fun lashes (rsp £1.99). *Jerome Russell Cosmetics Ltd, 101 Sunnyside Road, Ilford, Essex.*

H.N. Norton's latest retail competition, to be launched at Chemex on stands 158 and 160, offers diamonds valued at over £10,000 for the winners, with the top prize winner celebrating at the Ritz Hotel, London as the company's guests.

Retailers are encouraged to collect the Norton diamond vouchers, which will automatically arrive with their stock invoice, and affix them to their game card. The vouchers have differing status levels, depending on the initial stock order value. High value diamond vouchers fill top tier game cards quickly, and this qualifies retailers for a faster entry into the diamond prize draw.

"Mystery prize instant winning scratch cards" will also feature throughout the competition. *H N Norton & Co Ltd, Patman House, George Lane, South Woodford, London E18 2LS.*

The American Beauty Bar are launching a skincare range, the "Beautiful Skin Range". The range carries the following treatments: Avocado and Oatmeal Mask, Seakelp and Apricot Scrub, Aloe and Baba aftershave moisturiser, Vitamin E, Collagen and Elastin night cream, and Lemon and Yoghurt cleansing cream (£3.99 each). The company is also relaunching "Hers" feminine shaving mousse, repackaged in a new 150ml canister retailing at £1.85 (stand 6). *The American Beauty Bar, 11 Hollywood Road, London SW10.*

How to stop the snoozing

Torbet Laboratories (stand 231) are launching an anti-snooring device, Snoozer, a "snooring alarm" for those who find snooring is a social or medical problem.

Torbet say there are about 16 million people who snore in the UK, and of that number at least 2 million are chronic snorers. The alarm consists of a canister containing a concealed microphone, an electric control and a vibrator. The device

is placed under a pillow on a bed, and after three to five consecutive snores it is set off and vibrates for three seconds, so that the snorer turns on his or her side. Initially, Snoozer will only be available direct from Torbet Laboratories (£54.95). During Chemex there will be 10 per cent off the normal trade price for others taken at the exhibition. *Torbet Laboratories Ltd, Boughton Lane, Maidstone, Kent ME15 9QQ.*

Launch at the nappy stand

Chemex will see the launch of another "superabsorbent" nappy, at stand 98. The Chicks Ultramate nappy is being launched by **Undercover UK**, and will also be available in own label packaging. The nappy comes in three sizes.

Other Undercover products on show for the first time will include Chicks baby wipes and Nappy Boosters — rectangular pads that fit inside nappies.

And the stand will also feature a germ killer spray, Hygi Safe and Sure, designed to be carried in handbags or pockets.

Family Hankies, launched nationally this Summer, are described by the company as "cross between a cotton handkerchief and tissues" — and come in packs of seven. *Undercover UK Ltd, Units 6 and 7, Whitegate Industrial Estate, Wrexham, Clwyd LL13 8YR.*

Pava parade of new force

Pava, on stand 202, will take the opportunity at Chemex to announce their acquisition of the brands previously controlled by Bellair Cosmetics: Estolan hair conditioning and styling products; Sheen cream; Lite hair lightener; Streaks 'n' tips hair make-up; Pinaud hair tonics and dressings; Theta nail accessories; Grossmith complexion soap; Lodil cream for sore skin; Erador mouth ulcer tincture and Molinard French fragrance.

The products will join the recently bought Naturelle hair care range, and both will be sold by a newly formed Pava sales force, which combines the Bellair

and Naturelle teams.

And for the first time Naturelle will be showing their new range of styling sprays, which come in firm and extra firm hold, and a spray gel mega hold. The sprays use a pump instead of gas propellants. *Pava Ltd, Victoria Avenue, Swanage, Dorset.*

Ringin in

Adele, exhibiting with **Alpa** on stands 120 and 124, are for the first time merchandising ear rings, retailing from 99p a pair to £4.99. On offer during the show will be a free display stand with orders of 32 packs. There are six assorted colours per design and stands can also be ordered prefilled with 32 items. The display stand is about 19 inches high and 11 inches wide. *Adele, 6 Coppen Road, Dagenham, Essex RM8 1HJ.*

Shopfitters **Beanstalk** are introducing a modular dispensary system for the retail pharmacist. The system can be installed separately or as part of a complete refit, and comprises a cupboard unit (with shelves); an open base cabinet; bottle rack; waste bin unit; single drawer unit; five drawer unit; stainless steel sink and accessories; postformed worktops and plinth fan heater with optional thermostatic control.

As part of the package, Beanstalk are offering a pharmacy control top unit which has been designed to fit all counters in the Beanstalk range. The complete display system will be shown on stands 73, 74, 75 and 76. *Beanstalk Ltd, Freepost, Chichester, West Sussex PO19 2BR.*

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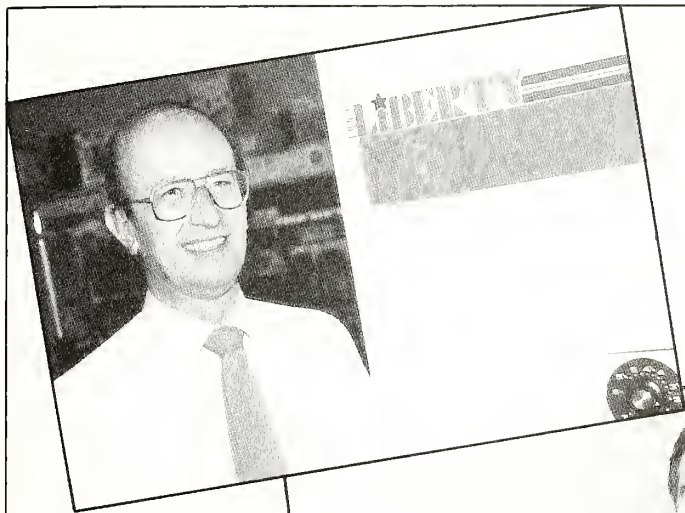
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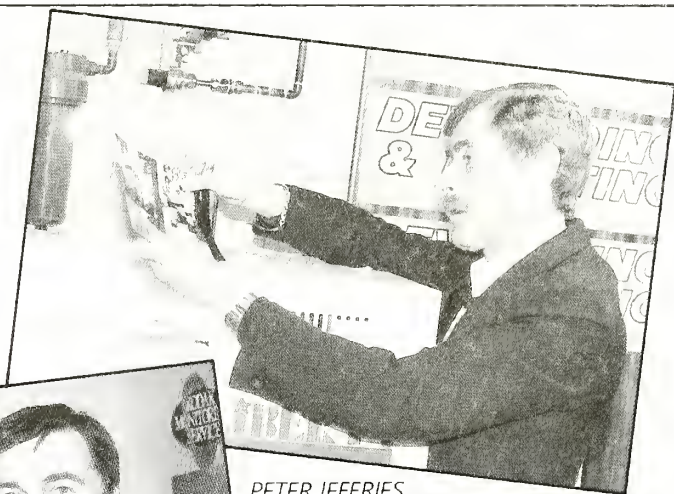


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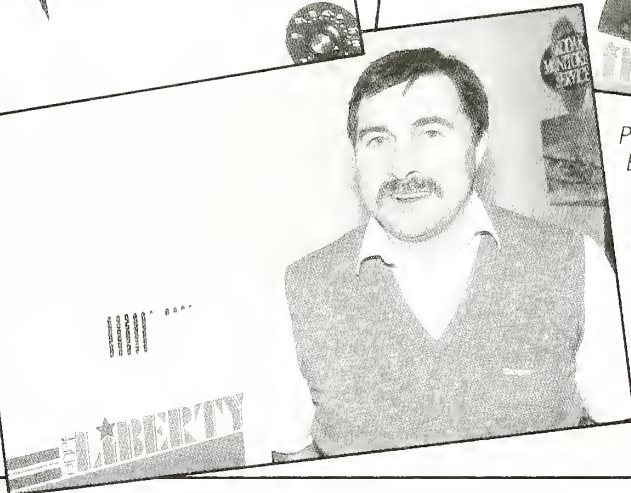
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LAUNCHES

G.B. Kent and Sons will be showing the Style in Mousse brush, introduced earlier this year and designed for mousse application, available in pink, yellow and pale blue. *G.B. Kent & Sons plc, Apsley, Hemel Hempstead, Herts.*

Frankel & Roth (International) Ltd will be exhibiting a newly created range of Faril designer products and the introduction of a range of products using the designer name "Babygro". (stand 176). *Frankel & Roth (International) Ltd, A-2 Old Brighton Road, Crawley RH11 0PA.*

Whittaker Sport have released a redesigned range of sports supports. The new hinge in the knee support is made of polycarbonised nylon. All the supports are now longer and the knee hinges have been strengthened (stand 207). *Whittaker Sport Ltd, 73 Baker Street, London.*

Dog's dinner

Denes Veterinary Herbal Products Ltd. who make natural pet foods, herbal remedies and supplements, will be taking a stand at Chemex for the first time. This is to mark the entry of Denes into the chemist trade with a new merchandising unit designed to hold three products — garlic, greenleaf and all in one tablets. The unit holds 100 and 200 sized pots, and Denes have also introduced a 400 tablet sized container which will sell alongside their standard 100 tablet sized container. The firm's products have until now been sold through pet stores and health food shops. "With the growth of interest in alternative medicine and herbal remedies in particular," says the company, "we are looking to widen our appeal to pet owners who shop for their own herbal remedies in chemists."

As a special offer to visitors to stand 208, Denes will be giving away two 200 sized pots of All in one tablets (value £3.50 each) and a copy of their "Natural Pet Care" book (value £1.95) free to every



retailer who orders the merchandising unit. *Denes Veterinary Herbal Products Ltd, 14 Goldstone Street, Hove, East Sussex BN3 3RL.*

Fergie's stand

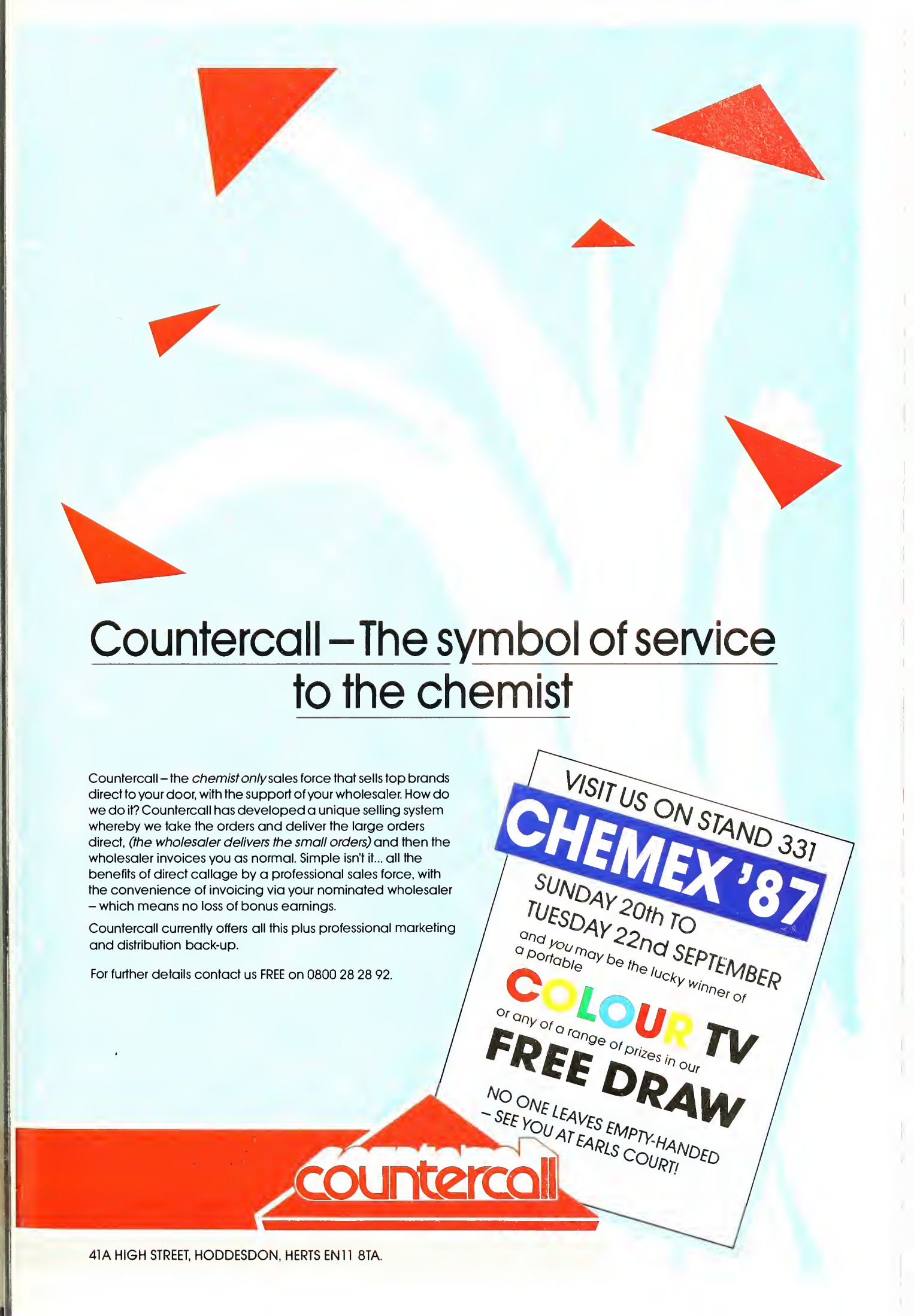
Eurochem claim they will be showing "the country's widest range of parallel imported pharmaceuticals," on stand 290. They are establishing a new toiletries and OTC division, which will act as distributor for **Raffles International**. It will offer mid-market perfumes including the Fergie and Marilyn Monroe fragrances, already sold in department stores. Raffles are exhibiting on stand 292. *Eurochem Ltd, Imperial House, North Way, Andover, Hants SP10 5HH.*

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LAUNCHES

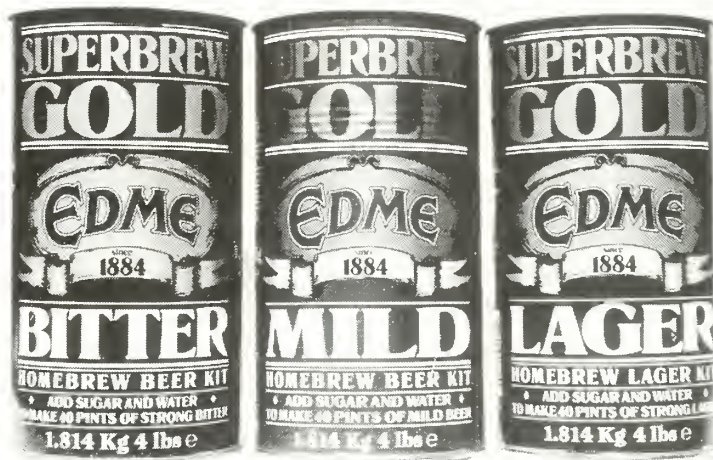
At Chemex this year **Jackel International** will be running a promotion on their **Tomme Tippee** display stands; two 24" wide stands — one designed for the small to medium sized shop, which comes free with £125 worth of Tomme Tippee products and the other designed as a follow-up (also free with £125 worth of products); and one 39" wide, holding £250 worth of products. A Christmas promotion offers, for £125 worth of toys, a coloured Christmas tree display stand free. The tree stores pre-school toys, mostly retailing at under £2. **Jackel International Ltd, Dudley Lane, Cramlington, Northumberland NE23 7RH.**

Sterling Health and Winpharm will be exhibiting for the first time Solpadeine Capsules, Baby Wet Ones 15's, the pHisoHex System and Valda Pastilles on stands 47, 48 and 49. A special incentive will be offered to all pharmacists registering on the stand, and there will be a free draw for a retail pharmacist to win the use of the Pink Panther Kallista car, and a special free draw for children. **Sterling Health, 1 Onslow Street, Guildford, Surrey GU1 4YS.**

Nelsons, whose distribution contracts with Unichem and Macarthy start this month, are presenting the full support programme on stand 118. The distributors are to handle Nelsons' range of homoeopathic medicines. **A. Nelson & Co, Ltd, 5 Endeavour Way, Wimbledon, London SW19 9UH.**

Broadway Cosmetics will be exhibiting the Barielle Total nail fitness programme for the first time on stand 359. The firm's directors will be on the stand to show the range, and to give five per cent discounts for orders placed at the exhibition. **Broadway Cosmetics Ltd, 22a Golders Way, London NW11 8JX.**

Fairscan are introducing the Norfrond Az-tek EPoS cash register. This register offers many programable features and has a low volume "bleep" when assistants sell 'P' medicines. Options include the addition of a Panasonic flash scanner to read EAN bar codes. Pharmacists who use Fairscan systems will be on stand 206 to talk to visitors. **Fairscan Retail Management Systems, Emery Down, Lyndhurst, Hampshire SO43 7FH.**



Chemists who are fond of the occasional brew should visit stand 380 at Chemex this year, where **Tom Caxton** and **Edme**

branded home brew kits will be on display. **Edme Ltd, Mistley, Manningtree, Essex CO11 1HG.**

NEW LAUNCHES

Konica: the latest speeds for their new Konica SRV colour print film (stand 246). **Konica UK Ltd, Plane Tree Crescent, Feltham, Middlesex TW13 7HD.**
Agfa Gevaert: a new range of audio cassettes (stand 169). **Agfa Gevaert Ltd, 27 Great West Road, Brentford, Middlesex TW8 9AX.**

Being Fare: these first-time exhibitors are showing a new range of massage oils, which will be demonstrated on the stand (stand 28). **Being Fare Co, 20 Woodchurch Road, London NW6 3PN.**
Original Additions: Tools of the Trade, a range including emery boards, files, manicure sticks and natural shine buffers (stands 180 and 183). **Original Additions Ltd, 1 Elystan Business Centre, Springfield Road, Hayes UB4 0UJ.**
Revlon: Ultimate Flex styling mousse, to be featured in a television campaign and sampled through women's Autumn magazines (stands 240 and 242). **Revlon International Corporation, 86 Brook Street, London W1Y 2BA.**

Abcon: new display products for chemists, with a 10 per cent discount offer on exhibition purchases (stand 213). **Abcon Ltd, 187 Brent Crescent, London NW10 7XR.**

Ad Pro UK: multi-colour moving message sign system, with exhibition orders given a 20 per cent discount on the product range (stand 362). **Ad Pro UK Ltd, Fairfield House, 4751 Kingston Crescent, North End, Portsmouth PO2 8AA.**

Barshop: new dispensary system and a slimmer shop system (stands 144 and 145). **Barshop Displays Ltd, Astore House, Padholme Road, Peterborough PE1 5XL.**

Point of Sale Centre: a new merchandising kit in the form of a flexible box. There will be a 10 per cent discount for exhibition orders (stand DU7). **Point of Sale Centre Ltd, Unit 37, Wimbledon Stadium Business Centre, Riverside Road, London SW17 0BA.**

Good Health Company: Slimcare Soup-a-meals in four flavours, at 150 calories a serving. A 10 per cent exhibition discount is offered (stand 137). **Good Health Company, Grown House, North Circular Road, London NW10.**

Hi Tech Industries: a new Powerlite torch range, with a 10 per cent exhibition discount. (stand 227). **Hi Tech Industries Ltd, Unit 2, Eastman Road, Acton, London W3 7QE.**

Dylon: a fashion colour promotion for Natural fabric dye, with three new colours and a POS leaflet (stands 259 and 260). **Dylon International Ltd, Worsley Bridge Road, Lower Sydenham, London.**

Cabot Safety: a new consumer pack for the E-A-R foam earplugs range (stands 90 and 93).

Jackel International: A new range of face clothes and a light sensitive photochange lens and logo for Sunbrella sunglasses (stands 166 to 168). **Jackel International Ltd, Dudley Lane, Cramlington, Northumberland NE23 7RH.**

Libas: made in Italy, these briefs are introduced to the UK for parents and children (stand 22). **Libas International, 146 Commercial Street, London EC1.**

Nuline: introducing a range of cosmetic pallets, sponges and loofahs to the British chemist market (stand 12). **Nuline Sales & Marketing, 22 Ewell Road, Cheam Village, Sutton, Surrey SM3 8BU.**

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NETWORK

Win a set of Samsonite luggage while saving hundreds of pounds on our best selling brands. Just fill in the coupon and pop it round to Stand 200 at the Chemex Exhibition. With any luck we'll send you packing.

LAUNCHES

Launched in January this year, **Colorsport** are unveiling two new gift packs at their Chemex stands 32 and 34. Their "quick working beauty ideas" (99p to £2.99) will be on show, including Lip stains, Fast face, Cushion leg smoother and Body boost. *Cos-matrix Ltd, Kings Grove, Boyn Valley Road, Maidenhead, Berks SL6 4DX.*

Pharmacy fittings firm **Sintek** (stands 250, 252 and 254) are making the first official presentation of their products at Chemex and Pharmex, and hoping to make contact with the independent section of the community pharmacy market.

Established in Leicester last November, the Swedish-based company has since then devoted most of its energy to the hospital pharmacy sector with its Stockflow and Rombic furnishings and storage equipment. Examples of the products will be on display. *Sintek Ltd, 44 Cobden Street, Leicester LE1 2LB.*

The Network case unfolds...

Network Management's stand (198-201) will be an open and shut case for some visitors to Chemex this year. Their free draw competition offers a set of Silhouette 1000 Samsonite luggage as first prize, with briefcases going to the two runners-up.

Discounts will be on offer during the exhibition on Sally Hansen — a Maximum Growth selfasta with six of the product free with every order over £100; Wet 'n' Wild — a free instant press-on nylon nails stand containing six each of 18 shades of nails, with 18 natural and six glamour length uncoloured nails (rsp £177.24) will be offered with every full range cosmetic stand ordered; a 10 per cent discount will be on offer to Chemex buyers of the Antica Erboristeria foam bath Christmas pack.

And a ski protection range, Zingo, will be launched at the show. It consists of six coloured creams with water and wind resistance and sunblock. A clear bubble counter display holds 12 of each shade, and a 10 per cent discount will be offered during the exhibition.

For all orders placed on Hawaiian Tropic or Ski Pro, there will be a selection of gifts: money exchangers, money rolls, sweatshirts and Ski Pro bum bags.

And every order which includes two Network toiletries brands brings a free matchbox calculator. *Network Management Ltd, Marlborough House, 50 London Road, Brentford, Middlesex.*

If the stands get a bit boring for the children, there's a display especially for them on **Jay Kay's stand, stand 226**. Jay Kay produce children's cosmetics, toiletries and shaving equipment — "designed for children of all ages", according to the company.

The Cosrich division of Jay Kay will be showing brands such as Cabbage Patch Kids, Jem, Fluppy Dogs — nail varnish and lipsticks; My Child cosmetics and Little Mr for boys. Giftique Christmas gifts for children will also be on display. *Jay Kay Group Ltd, Jay Kay House, 39 High Road, Ickenham, Middlesex UB10 8LF.*

Invitation

THE INDEPENDENT STRENGTH AT CHEMEX

Sussex Pharmaceutical, manufacturer of tablets and hard shell capsules are pleased to invite you to Stand 59 at Chemex.

There will be a video show, colour brochure and product leaflets provided, together with the range of our products on show.

R. S. V. P.

*Sussex Pharmaceutical - The Independent Strength
Stand 59*

and also at



sussex pharmaceutical

*Sussex Pharmaceutical Ltd, Charlwoods Road, East Grinstead, Sussex RH19 2HL
Tel: 0342 311311, Telex: 95315 TOP TAB G, Fax: 0342 313078*

Flash of inspiration...

Fotocolor, first time exhibitors at Chemex, will be promoting their film processing service from **stand 99**. A champagne draw will take place daily on the stand. All visitors will be eligible to enter the free draw, with a bottle of champagne given to the first name and address picked at the end of each day. And all dealers visiting the stand will be given ten free Fotocolor films, which, once used, will be processed free of charge. The offer is limited to outlets in London and South East England

who are not already Fotocolor dealers. Fotocolor's stand will also have a video presentation of the laboratory showing exactly how the dealer network operates, special promotions on own brand film and colourful balloons for children.

The firm's new "50 per cent bigger print" offer will be promoted, with ancillary services including photo albums, poster prints and POS material, on display. *Fotocolor, Stirling Way, Borehamwood, Herts WD6 2AZ.*

Barry 'M' get under the skin

Barry M Cosmetics are using Chemex to launch their first skin care products on **stand 162**.

The range comes in a Face Fax gift and travel pack and holds a cleanser, toner and moisturiser, bottled in rectangular glossy black containers. The pack is in transparent acetate. All three products are formulated with aloe-vera extract.

The Cleanse-off cleanser is soap free, and oil and vitamin based, and contains allantoin. Tone-up contains witch hazel and D-Panthenol, which the company says is designed to promote skin freshening without overdrying. And Moisture-on contains apricot kernel oil, beeswax and derivatives of vitamins A, D and E, as well as a suncreening agent (though it should not be used as a suntanning lotion). The pack retails at £5.95.

Also on display will be two new cosmetic kits in black compacts: one with six eye shadows and a choice of two blusher/highlighters; and the second with ten eyeshadow shades and an applicator sponge.

Barry M say it is "strict company policy that animals are not used in the research, testing and cosmetic programme". *Barry M Cosmetics, Barry Mero Ltd, Unit 1, Bittacy Business Centre, Bittacy Hill, Mill Hill East, London NW7 1BA.*

Food for thought from Bebelac

The official announcement of **Bebelac's** dry baby food launch (see **Counterpoints** Section, *C&D* 15 August) takes place on **stand 165**.

Bebelac have entered the dry sector of the babyfood market in Britain with a range for infants 4 months old and above: *Chemist & Druggist 12 September 1987*

Biski crem, Fruti crem, Meli crem and Fari crem.

The products are made in Greece by the Dutch-Greek manufacturers, who have been established for over 30 years and now export to the Middle East, Africa and China as well as to Europe.

The range is targetted at the "health conscious consumer", says managing director George Konteas.

The company claims that its products contain 100 per cent natural ingredients, with very low levelled sugar, and are additive free. A 10 per cent discount is offered for all orders taken during the exhibition. *Bebelac (UK) Co Ltd, 229 Kensington Church Street, London W8 7LX.*

A look at your lipids

Duncan Flockhart, who recently obtained a DHSS licence for Maxepa are offering all pharmacists who visit Chemex the chance to have their blood lipids analysed, on **stand 87**.

"Recent clinical research has shown that a lipid profile with elevated cholesterol and triglycerides, combined with a low HDL cholesterol level is a major risk factor in coronary heart disease," says the company.

"Other risk factors such as family history, smoking, hypertension and diet are also of major importance".

Visitors to the stand will have their blood lipids tested with a finger prick test.

After analysis in the Reflotron machine, the nurse will advise them of their lipid levels within five minutes.

Along with product information for Maxepa there will be information and clinical papers on blood lipids available on the stand. *Duncan Flockhart & Co Ltd, 700 Oldfield Lane North, Greenford, Middlesex UB6 0HD.*

LAUNCHES

The bubbly will be out on **Vitalia's** stands, **108 and 110**, to celebrate three years in the trade. Vitalia are sending an invitation to all retail pharmacists to share the champagne. *Vitalia Ltd, Paradise, Hemel Hempstead, Herts HP2 4TS.*

Ashe Consumer Products will be at stands, **319 and 320** showing the new Maws bottle with silicone teat, and announcing new packaging for "another leading product within the Maws range." Details of a number of pre-Christmas special promotions will be revealed. *Ashe Consumer Products Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey KT22 7JZ.*

Dunbee are bringing out a range of musical bibs, under their Benjywear range of baby products (**stands 23 and 24**). The bibs feature either nursery rhyme tunes, happy birthday or Christmas melodies and retail at £1.99, and they play at a touch. Nursery rhymes include Old MacDonald, Teddy Bears' Picnic and Twinkle Twinkle Little Star.

The bibs can be washed in washing machines, say *Dunbee Ltd, Slington House, Rankine Road, Daneshill Industrial Estate, Basingstoke, Hampshire RG24 0PH.*

Esterlac are offering to show visitors how a facial is done on **stand 196**. Staff will demonstrate head to toe health and beauty products. The company, which handles products such as creams to cure stretch marks, and cosmetics is showing at Chemex for the first time this year. *Esterlac Ltd, 280 Balham High Road, London SW17 7AL.*

If the long walk round the Chemex exhibition stands wear out your shoes, you might want to take a look at **stand 35**, where the products on display don't come into the usual categories of chemist goods.

The **Red Ten Group Ltd**, who used to be Spectrum Sales, are bringing their footwear collection to the show for the first time. The company imports inexpensive fashion footwear, including the Red Ten espadrille collection and a range of plastic "jellies".

Their Chemex debut marks the new attention being paid to this area of the market by chemists, says the company, which has until recently supplied mainly the fashion trade. "We have experienced substantial growth in the chemist and drugstore market for our leisure and beach footwear," explains Red Ten's John Proudlock. *Spectrum Sales Ltd/Red Ten Group Ltd, 63 Lisson Street, London NW1 5DA.*

Tail to wag dog?

Mr A.M. Tweedie is to be commended on his thoughtful and thought-provoking letter (*C&D*, August 22, p333). He outlines and illustrates the reasons why the Pharmaceutical Society is neither structured nor staffed to take the profession into the 21st century and, in my view, to ensure its survival. He advocates an inspectorate divorced from the Society, although I have my reservations as to whether this would release "massive finance".

The tied inspectorate is the kernel of the problem; to lay people the relationship is incomprehensible. As we are, the community pharmacist stands naked before it, and the profession is unarmed before the outside world. Mr Tweedie's Lambeth would be armed against both.

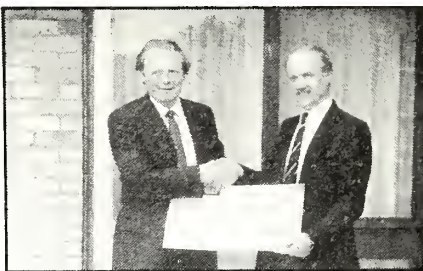
An independent inspectorate would not have condoned the activities of so-called dispensing doctors, and an independent Society would have fought "Storkwain". But the Law Department feels obliged to interpret the Act in the light of the consequences which would flow therefrom. The result is that its interpretation of S.55 and S.58 of the Medicines Act is dramatically opposite to that expressed widely outside Lambeth. The shadow of the BMA looms large, resolution filters away, and we are left with residues of frustration and impotence.

I have recently corresponded with the Commission of the European Communities and specifically with the Directorate concerned with Approximation of Laws.

Article 100 of the Treaty of Rome makes provision for the approximation of laws throughout the Community and draft proposals relating to the supply of medicines are due in 1990. Excepting the United Kingdom, Belgium and Ireland, pharmacists and pharmacist associations have a monopoly for the dispensing of medicines. Doctor dispensing, as we know it, is not permitted. To approximate, the UK has a simple task; that is to interpret S.55 and S.58 contrary to the view held by the Law Department. Where will Lambeth stand in 1990 or will the tail wag the dog?
K.J. Knight
Crewkerne

Misguided?

Having served on the Pharmaceutical Society's Council for the three years in the 1960s, I have had reason to criticise its actions on several occasions, as have many other members. These have become increasingly infrequent as Council's membership has broadened and



A sum of £2,604 has been presented to the Ironbridge Care Village for mentally handicapped by Vestric. The money was raised through an on-pack offer on baby products last year, marking the 20th anniversary of the Care Organisation and Vantage. The total raised was recently presented to the Village's site manager Ken Williams (right) by Vestrics marketing manager Alan Turner

communication with the National Pharmaceutical Association and other bodies has improved. Now, since the publication of Nuffield, the Green Paper and adoption of the new contract, this body's status has gained in the esteem of pharmacists and members of other health professions.

It is for this reason that I must chasten Mike Smith for his recent letter, chiefly for its overlooking of the facts which can be easily ascertained by regular reading of the pharmaceuticals weeklies over the last two years.

This would be bad enough from any of your correspondents: that it should be written by Mr Smith over his title of chairman of the Devonshire LPC is serious a matter, if he is expressing the collective opinion of the LPC members.

Devon, the second largest county in England, is also one with the greatest rural problems. In my view, that its chairman should be so misguided may be highly prejudicial. I would expect Mr Smith to resign, or at least a vote of censure from Devonshire LPC.

Keith Jenkins
Wendover

Little 'phyte'?

"Staying Healthy" features natural remedies from Arkopharma, introducing the Great British Public to the French concept of "phytotherapy". The lack of familiarity of the term phytotherapy is seen as no deterrent to educating our customers to the benefits of the herbal medical, "naturellement for natural problems".

My staff have assiduously studied the information booklet and attempted to generate some enthusiasm in our customers. The only problem is that the attractive display unit has sat on our counter for eight weeks now and we have sold, as they say in France. . . *Exactement Rien!*
B. Watts
Irvine

Bulletin on ciprofloxacin

Bayer's new quinolone antibiotic ciprofloxacin should be used outside hospital only after consultation with a local microbiologist or chest physician. says *Drug & Therapeutics Bulletin*.

The *Bulletin*, published by the Consumers' Association, says that although the drug is widely promoted to GPs for the treatment of respiratory and urinary infections, alternatives are usually available. It is concerned about the development of resistance, particularly to *Pseudomonas*.

The ability to treat cystic fibrosis patients with *Pseudomonas* respiratory infections outside hospital is a valuable advance, the *D&TB* says, but it points out that ciprofloxacin is not suitable for empirical use in other chest and soft-tissue infections, due to its relatively poor activity against Gram-positive organisms and no activity against anaerobes.

The *D&TB* concludes that in hospital ciprofloxacin should be considered for infections resistant to other antibiotics with the tablets an attractive alternative to standard broad spectrum drugs.

Accident due to misread script

A poorly-written script for Magnapen, one capsule qds, was misread by a pharmacist who dispensed lorazepam, 1mg qds.

Three days later the patient for whom it had been dispensed crashed his car causing £700 of damage. He blamed the accident on a benzodiazepine-induced drowsiness he had not been warned about.

This case, taken from the Medical Defence Union's 1987 Annual Report was settled out of court and the GP and the pharmacist held equally responsible. Half the sum covering the damage and the patient's pain and distress was paid by the Chemists' Defence Association.

National Pharmaceutical Association assistant secretary, Jim Downing, says that cases of this type, where bad hand writing leads to a claim, were rare — such scripts were usually queried by the pharmacist.

The script in question was reproduced in *GP* magazine, and an on-the-spot survey among *C&D*'s pharmacists gave various guesses as to what was intended, including Mogadon, Logynon and Lorazepam. No-one read it as Magnapen.

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Gordon Drummond go to Macarthy for £42½ m

Macarthy's have bought the Gordon Drummond pharmacy group from Guinness for £42.6m.

The move makes Macarthy the second largest pharmacy chain in the UK next to Boots. The company already owned 63 branches of Savory and Moore, to which are now added 114 Drummond pharmacies, bringing the total number of retail outlets to over 200 when the two John Bell and Croyden branches and the 28 Lifecycle health food shops, acquired in February, are included.

Macarthy's presence in pharmaceutical distribution in the North is strengthened by the acquisition of William Davidson, Aberdeen, and James Taylor (Trongate), Dundee, who formed Drummond's wholesale business.

The pharmacies will be integrated in terms of management and there are expected to be no closures as none overlap. The 67 Gordon Drummond branches in Scotland will trade under the same name for the time being but the branches in the SW of England and in Wales, where the name is less well established, will change to Savory and Moore.

The acquisition is being funded by a rights issue of one for one at 400p, which will also raise a further £8.8m to reduce existing borrowings. Both the acquisition and rights issue are conditional on shareholders' approval.

Macarthy chairman and chief executive Nick Ward said last week, "The acquisition represents a major step in Macarthy's strategy of significantly expanding their retail interests in the health care field."

Before joining Macarthy in February 1986 he was responsible for Guinness' pharmaceutical interests and he explained that persuading Guinness to sell this part of their business had been a personal and corporate ambition ever since he took his present job. He did not know how many other companies took part in the bidding and did not believe his background was an advantage in terms of negotiation.

Other personnel have also worked for

both groups. Gerry Green, Drummond's retail director, used to be with Savory and Moore while the latter's marketing director David Horbury used to work for Drummonds.

Macarthy will become the number one wholesaler to the Drummond pharmacies, who previously used Vestric for 75 per cent of their pharmaceutical purchases, said Mr Ward. He promised that Macarthy pharmacies would not receive priority treatment over other retail customers.

Bill Revell, director of Vestric's owners AAH, said he was "not at all concerned" about the potential loss of business. "The Drummonds business is split roughly 50/50 between OTC and NHS, so the figure is not nearly as significant as it would at first appear. At the end of the day this is low margin business, and there's always low margin business around in the market".

Nick Ward's plans for Drummond pharmacies include a continuous programme of refurbishment while keeping them as relatively small branches. The chain was now approaching the size where it was worthwhile considering own label brands. (Mr Ward also outlined some of his plans for expansion in *C&D*, June 21, 1986, p1258).

Other acquisitions this year have included the health food wholesalers Nature's Store and Cornwells, and a recommended offer for Ridley, a pharmaceutical, veterinary and horticultural products wholesaler in Carlisle, was declared unconditional on September 3.

Macarthy directors estimate that the group's profit before tax, excluding the Drummond group, for the year ending October 3 will be not less than £5.5m and they intend to recommend a final dividend of 7p per ordinary share. In the 15 months to December 31, 1986, the Drummond group made a profit before interest and tax of £3m on a turnover of £62.8m.

■ AAH's loan scheme Statim Finance, of Southampton, has completed the 200th guarantee since the service was introduced in August 1985.

Bernard Taylor, chief executive, at Annan. The expansion, creating 120 jobs, will double the output of ranitidine. In a five stage process, the first two stages are undertaken at Annan, and the intermediate transferred to Montrose for the final three stages to the granulated product.

UK adds to Hanimex profits

"Excellent" trading in the UK has helped Australian-based Hanimex Corporation Ltd bring in record results for 1986-87.

The UK operation, which accounts for some 24 per cent of total revenue, continued a sound performance and increased market share. The Hanimex Corporation more than doubled net profits worldwide, and is increasing dividend for the year to June 30.

Operating profit is up 146 per cent after tax from Aus\$4.374m to Aus\$10.743m and the higher dividend of 5 cents per share (previous year 2 cents) is 3.1 times covered by earnings. Pre-tax profit rose from Aus\$8.122m to Aus\$15.419m, mainly because of the success in turning around the US Vivitar operations bought during the first quarter of 1985-86, say Hanimex.

Directors report that the profit rise is continuing and they are confident of further improvement in the current year. Group operating revenue for the latest year was up 18.8 per cent from Aus\$366.5m to Aus\$435.5m.

Chairman Bill Cutbush commented: "About half the revenue improvement represented real sales increases in local currencies, and the rest was the result of the inclusion of 12 months of Vivitar, compared with nine months for 1985-86."

CIA persuasian

The Chemical Industries Association is trying to persuade industry that quality is essential for business success because it means increased profitability.

To encourage companies to "get it right first time" more often throughout their business activities, not just in the manufacturing process, the CIA has published two booklets: "The quality manual" (£8 to CIA members, £15 to non-members) and "BS 5750: guidelines for use by the chemical industry" (£15 to members, £30 to non-members).

The two publications are designed to help managers in the chemical industry achieve registration to the British standard for quality systems, says the CIA.

Both booklets are available from the publications department, CIA, Kings Buildings, Smith Square, London.

Evans Medical have sold their Mindadex and Adexolin vitamin brands to Seven Seas Health Care.

Glaxo expand

Two new plants, at Montrose in Angus and Anna, Dumfriesshire, representing a total investment of £63m, have been opened by Mr Paul Girolami, chairman of Glaxo Holdings at Montrose, and by Mr



Connect make complaint to OFT

The Retail Consortium has complained to the Office of Fair Trading about Barclays Bank and the terms of their Connect debit card.

The Consortium fears an implicit threat that Barclays could withdraw the Visa franchise from retailers who don't

accept the Connect card. "Although Barclays have honoured their assurance that they would not use the threat of withdrawal," claims the Consortium, "they have, nevertheless, given no assurances that they will not do so at any time in the future".

Small and medium-sized retailers would not be able to afford losing this custom, says the Consortium.

Another complaint sent to the Office of Fair Trading says that the Connect card charges have a wide spread of rates, and that these rates go beyond cheque clearance rates "by a very considerable margin".

Kodak link with Pifco

Kodak have joined forces with Pifco Salton, the electricals company, in a move to expand the business of their ultra technologies division.

The Pifco Salton sales force are to sell Kodak batteries, launched in June, as part of their product range, particularly through the use of a joint merchandising stand. There are to be joint promotions at trade exhibitions and, with no fixed

boundaries to the agreement, Kodak say they and Pifco plan to pursue every business opportunity which presents itself.

Commenting on the agreement, Chris Tombs, business manager of Kodak Ultra Technologies, said: "This is a natural relationship, considering the similarity of some major objectives we both have, and our combined strengths will offer significant extra value."

Pifco chairman and managing director, Michael Webber, said: "We see this as a major opportunity for both companies to gain significant market share in both the battery and battery product areas."

Age-old skin problems

Manufacturers who claim "anti-ageing" activity for their skin products may soon have to lodge new drug licence applications before they begin marketing in the US.

Recently products have come under the close scrutiny of the Food and Drug Administration. Over 20 of the leading cosmetic houses, including Chanel, Christian Dior, Lancôme and Estée Lauder are reported to have received FDA letters accusing them of serious breaches of the Food, Drug and Cosmetics Act. The FDA says the claims are either "exaggerated and misleading" or they are "drug" claims, and the products should be subjected to the full rigours of testing and trials.

An FDA spokesman on BBC's Newsnight last week said they had acted because the cosmetic industry had ignored FDA pleas to regulate itself, and stop making these claims or apply for the products to be treated as drugs.

The director-general of the Cosmetics,

Toiletry and Perfumery Association, Marion Kelly, told *C&D* that medical attention at the FDA had at last been focused on these products following the launch of Glycel. This skin treatment had the endorsement of Dr Christian Barnard. She said the situation was unlikely to be repeated in the UK because legislation covering these products is very different from the US. Products classified as toiletries here are drugs in the US if they have some "activity," be it an anti-perspirant or sunscreen.

The Aqualizer

Kolmar Cosmetics have launched a moisturising agent, Aqualizer EJ.

Developed by Dr Otto Jacobi, Aqualizer EJ is designed to draw in moisture from the surrounding atmosphere and release its own moisture contents to plump out the skin cells, reduce scaling, and keep the skin supple.

Kolmar Cosmetics are able to include Aqualizer EJ in their own formulations manufactured for others, as well as supply the raw material in bulk to other manufacturing companies under a licensing agreement.

August proved a testing time for the latest recruits to the City. While the old hands looked askance, near panic set in as the market dropped 70 points in a single day, breaking its upward progression of the past four months.

While young dealers consoled themselves in wine bars, their bosses, many of them American houses which joined the Stock Exchange after last October's "Big Bang", fretted about the losses they were making. Companies such as Chase Manhattan Securities cut back their dealing activities.

The market's nervousness was unfortunate for companies such as Thorn EMI and Trafalgar House, whose share offers flopped after investors came to the conclusion that this was not the time to buy extra shares. So the bulk of their new shares was left with the underwriters and will presumably seep onto the market over the coming months. This overhang is likely to keep their share prices depressed for some months.

Falling share prices did not upset John Gunn who has helped to turn British & Commonwealth from a shipping company into a broadly spread financial group. On one of the market's worst days, he increased B&C's offer for Mercantile House, a financial conglomerate which owns a stockbroker, moneybroker and fund management company. After one of the most convoluted bids the City has seen, the deal was virtually sewn up by the end of the month, Mr Gunn plans to sell most of the constituent parts of mercantile for a total of £430m, retaining only the fund management company for a net cost of £130m.

The bid by FKI Electricals, a small Yorkshire company, for Babcock International, an old established heavy engineering company, was also completed during the month.

In this case the end of the bid was a trigger for FKI to launch a £97m cash call, to fund re-organisation at Babcock. With the shares trading well below the issue price, the new shares are likely to be shunned by shareholders.

A late run in Midland Bank's shares gave rise to bid speculation, fed on the discovery of a five per cent stake held by Hanson Trust, the transatlantic group which is known for an aggressive approach to takeovers and disposals. But the initial reaction was that Hanson, which is worth three times more than Midland, would not bid, though someone else might.

On the road with Sangers

Sangers are organising five video roadshows for photo independents.

The roadshows will display and demonstrate the latest Sony and Ferguson products, as well as other models, and a range of video accessories. They start at 3pm: Tuesday September 15, Apollo Hotel, Hagley Road, Birmingham; Wednesday September 16, Crest Hotel, South Mimms; Thursday September 17, Holiday Inn Hotel, Bristol; Thursday September 24, Gatwick Moat House, Gatwick; and Monday 28, Polygon House, Southampton.

Each roadshow is to include two sessions on staff training and working demonstrations.

NPA places

The National Pharmaceutical Association's training department has some places remaining on its Autumn courses around the country.

Further details are available from the department, tel: 0727 32161.

Stock control and merchandising: West Midlands, September 29-30. **Success in selling:** Maidstone, October 6; Cambridge, October 8; Bristol, October 13; London, October 14; Durham, October 21.

Haircare: London, October 15. **Profit through People:** West Midlands, October 21-22. **Oxygen therapy and the Drug Tariff:** London, October 28. **Perfumery and skincare:** Central London, October 29.

Monday, September 14

Weald of Kent Branch, Pharmaceutical Society. 7.15pm, post-graduate centre, Kent and Sussex Hospital, Tunbridge Wells, Joint meeting with general practitioners.

Thursday, September 17

Bedfordshire Branch, Pharmaceutical Society. 8pm, post-graduate medical centre, Luton and Dunstable Hospital, "Dietetics in the 1990s".

Advance information

European Organisation for Quality Control. "Quality of primary medicinal active substances", October 22-23, Karlsruhe, West Germany. Details from EOQC Pharma Section, PO Box 2613, CH-3001 Berne, Switzerland.

Institute for Applied Technology, courses on; Registration of Medical Devices and Equipment in the US, London Airport, November 3 (cost £175); Registration of Pharmaceuticals in the US, November 4, London Airport (cost £175); Registration of Cosmetics in the US, November 5, London Airport (cost £175). Three day course on "Complete quality assurance for the pharmaceutical and medical device industries," November 24-26, Central London, (cost £585). Details on all of the above from Institute for Applied Technology, 2 Lawn Vale, Pinner, Middlesex HA5 3EA.

Friday, September 18

Southampton & District Branch, Pharmaceutical Society, 7.30pm, at the Bold Forester, Marchwood, "Skittles Evening".

Sustained growth ahead

The buoyant economic indicators of recent months have been accompanied by upward revisions to most forecasts of growth for this year and next, with many of them predicting a more balanced improvement this year than last, as investment recovers and consumer spending becomes a less dominant source of growth.

After a month of jitters set off by official concern at the rise in credit and a worsening trade balance, it has become clear that the economy is actually performing reasonably well. But the debate still continues over the extent to which it is overheating.

Pessimists, such as stockbrokers Alexanders Laing & Cruickshank, believe that consumer spending will continue to accelerate, in spite of the base rate rise,

and that further measures will be needed to control spending. And according to the latest analysis from Lloyds Bank, a deteriorating trade balance will put a brake on expansion by the beginning of next year, reversing the fall in unemployment.

The latest long-term trend indicators from the Central Statistical Office which are designed to signal changes in activity about a year ahead, have shown a

Business Statistics

Prices and costs

		Latest data	Previous data	% change on year
Retail prices (January 1987=100):				
all items	Jul	101.8	101.9	4.4
chemists goods	Jul	103.3	103.2	4.6
Producer prices (1980=100):				
manufacturing industry, excl food	Jul	148.4	147.9	4.6
chemical industry	Jul	138.9	138.5	4.4
pharmaceutical products	Jul	149.8	149.7	5.8
toilet preparations for men	Jul	178.0	178.0	11.3
other toilet preparations	Jul	144.5	144.4	3.3
surgical dressings	Jul	169.8	169.5	3.9
photographic materials and chemicals	Jul	146.5	146.2	4.6
Average earnings* (Jan 1980=100):				
distribution and repairs	Jun	188.9	187.8	7.0

Output & overseas trade

Manufacturers' sales* (£m):				
pharmaceutical products	1st qtr	1010	1027	11
perfumes, cosmetics and toilet preparations	1st qtr	296	361	8
Home sales* (£m)				
pharmaceutical products	1st qtr	832	788	12
perfumes, cosmetics and toilet preparations	1st qtr	258	313	7
Exports* (£m):				
pharmaceutical products	1st qtr	380	440	7
perfumes, cosmetics and toilet preparations	1st qtr	92	104	11
Imports* (£m):				
pharmaceutical products	1st qtr	202	201	8
perfumes, cosmetics and toilet preparations	1st qtr	54	56	10

Sales

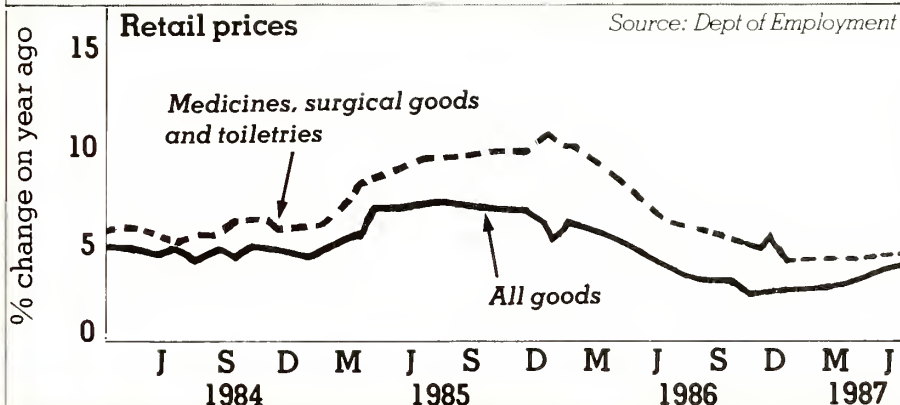
Consumers' expenditure (£bn 1980 prices)	2nd qtr	41.2	40.5	3.5
Retail sales* (value 1980=100):				
all retail businesses	Jun	167	161	7
chemists	Jun	215	204	4

Business indicators

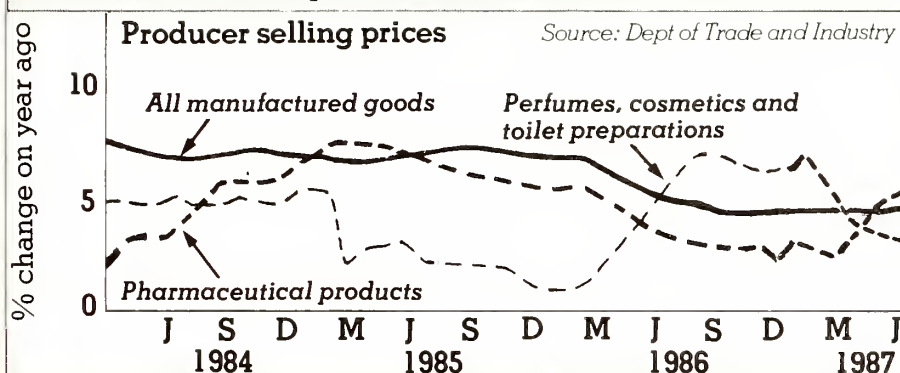
Average earnings index (1980=100)	Jun	198	198.4	7.7
Capital expenditure (1980 prices) £m:				
distribution	2nd qtr	1106	1070	5.6
Stock changes (1980 prices) £m				
wholesalers	2nd qtr	12	40	—
retailers	2nd qtr	236	16	—
Unemployment (UK per cent)	Jul	10.4	10.5	-10.3

Sources: Central Statistical Office, Department of Employment, Department of Trade and Industry, HM Customs & Excise, OPCS. All figures seasonally adjusted except where marked *

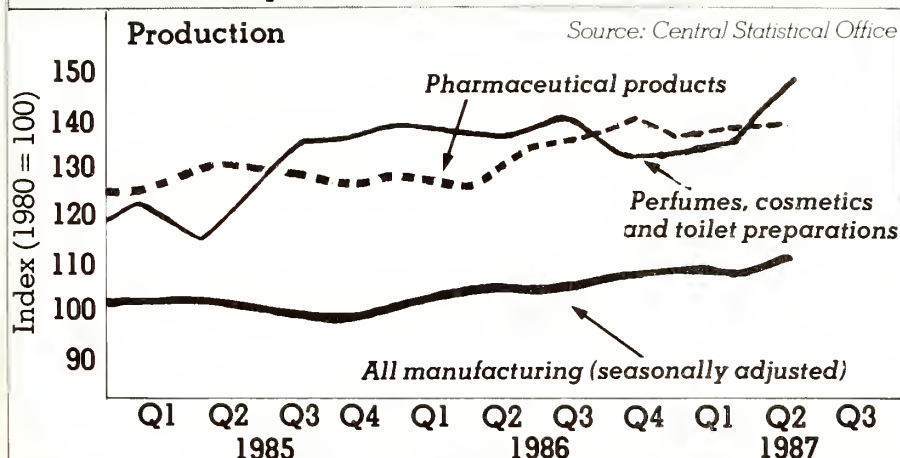
Chemists' goods prices increases pick up



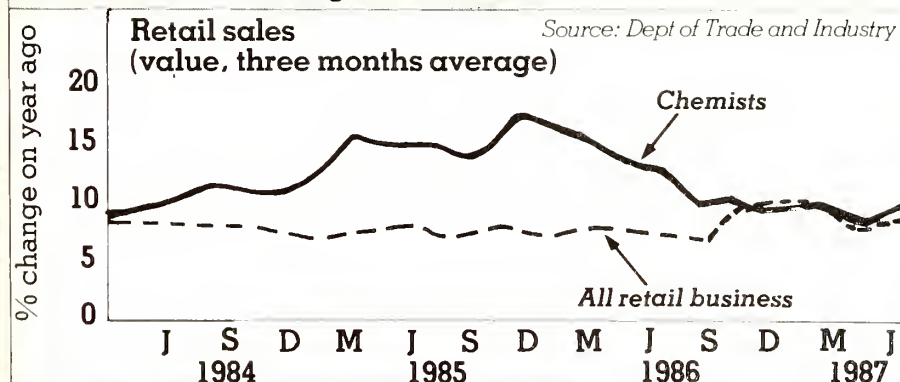
Perfumes, cosmetics price rises increase



Pharmaceuticals production steadies



Retail chemists' sales growth softens



sustained increase since December last.

It remains as important as ever that the encouraging outlook is not put at risk by inflation. The twelve-month rate of retail price increases is still widely expected to fall back to below 4 per cent before the end of this year. But as the Bank of England points out in its latest Quarterly Bulletin, the underlying increase in domestic costs in the economy as a whole has been distinctly faster than the average of other major countries for some time.

Recently published data on fuel and material costs, covering the month of July, reveal that the official price index rose by 8.3 per cent on the year, after having risen by 4.3 per cent in the twelve months ended June. Manufacturers' input costs for pharmaceutical products increased at an annual rate of 6.8 per cent in the year to July, compared with a rise of 5.8 per cent in the year to June. For perfume, cosmetic and toiletry makers, material costs rose by an annual rate of 4.7 per cent in July and by 4.0 per cent in June.

At the wholesale level, the price of pharmaceuticals was up 5.8 per cent in the year to July, while perfume and toiletry prices were higher by some 3.3 per cent — except for men's pre- and after-shaves, which cost 11.3 per cent more than in July 1986.

In the High Street, the annual rate of inflation rose to 4.4 per cent in July, its highest level this year. Above-average gains were mostly in services, and prices for chemists' goods were almost unchanged on the month to give an annual rate of increase of 5 per cent.

Retail sales grew to a record high in July, building on a sharp increase in June. The Department of Trade and Industry's index of sales volume now stands at 131.2 (1980=100) which is 7 per cent higher than at the same time last year.

Sales by chemists in June were worth 5.4 per cent more than in the previous month, but only 4.4 per cent more than in June last year. In both April and May, the value of sales was moving ahead at a 9 per cent annual rate.

In response to this buoyant consumer spending, the resurgence of manufacturing industry has continued strongly through the summer, with output of consumer goods showing a gain of 2 per cent between the first and second quarters. British manufacturers' sales of pharmaceuticals, including exports, increased in value by 11 per cent between the first quarters of 1986 and 1987, while perfume and toiletry output improved 7½ per cent.

Official estimates of stocks held by retailers show an increase of £235m in the three months to June — the ninth successive month of stockbuilding.

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Room at the Ritz

Charles of the Ritz are looking for a new managing director after a reshuffle of Revlon's beauty business staff.

Less than a month after Revlon bought Charles of the Ritz, the group has announced management changes.

Ken Green, who was previously Charles of the Ritz's managing director, has taken on the new post of chairman and president of Revlon in the UK. He now becomes responsible for the British operations of Revlon, Max Factor and Charles of the Ritz.

Charles Scanlon, who was brought back to Revlon last year after a four year absence, has now handed the managing directorship of Revlon UK to Andrew Walker, and is being kept on as a consultant.

Max Factor's marketing director Sarah Robey is moved up to the post of managing director.

Mr Green insisted that the three businesses would still operate as completely separate firms. But he commented: "The acquisition of Charles of the Ritz ties in perfectly with Halston Fragrances, a wholly owned Revlon brand. Our plans are to invest in developing the entire Halston range; Charles of the Ritz will share the benefit of such investment."

Radio round-up

A plethora of pharmacists hit the nation's airwaves this Summer with broadcasts prompted by National Pharmaceutical Association Press releases.

Radio Essex carried an interview with LPC secretary Miall James, while Dr John Pickett was to be heard on a Radio Sussex phone-in. In Guildford, Ivor Bessant featured on County Sounds Radio, and Graham Bell on Radio Northampton. Flying the flag up North was Mr Atkinson on Radio Leeds. The topics ranged from free needles for diabetics to giving up smoking, all of which have been the subject of recent NPA releases to radio stations countrywide.

Forthcoming attractions include pharmaceutical appearances on Radio Stoke and Manchester, and Roger Hall on Radio Cambridgeshire on October 25.



The sale of last century takes place this Monday when the Edwardian pharmacy, discovered last month in South Petherton, Somerset (*C&D*, August 15, p318), goes up for auction. Iron scales, pill rollers, shelves, over 300 glass drug jars, cartons and tins, prescription books, ledgers and trade catalogues are among the items to be on show on Monday from 10am to 5pm at Lawrence Fine Art Salerooms, Crewkerne in Somerset, with the auction taking place at 6pm. It is thought the goods may be sold as one lot.



Pharmacists husband and wife team Michael and Pam Scragg are retiring this week — closing the family business after over 70 years service to Swadlincote in Burton-on-Trent. The business was established by Mr Scragg's grandfather in 1914, passed to his son who passed it on to Michael Scragg some 20 years ago. The couple both qualified from Leicester School of Pharmacy in 1950, but hand over the shop in Midland Road to Dean & Smedley on Monday due to Mr Scragg's ill health.

Miss South Africa is a pharmacist

Pharmacy is not usually a profession noted for the production of beauty queens. But this year's Miss South Africa, Wilma van der Bijl, is a pharmacist.

Wilma, 24, graduated from the University of Cape Town in 1985, but she has yet to complete her internship and so qualify to register as a pharmacist. She started modelling during her third year at University "to earn some pocket money" since when her career has taken off, reports the *South African Pharmaceutical Journal*.

1st class train

The National Pharmaceutical Association's training officer, Margaret Limond, has received a City and Guilds' Youth Trainer's Award.

To qualify for the Award she had to complete 96 hours of training young people and four additional assignments.

Ms Limond is shortly to begin the second NPA Training "roadshow" which between now and November will visit towns and cities from Aberdeen to Bristol with training courses for pharmacy sales staff (p520). Further information is available from the NPA Training Department on 0727-32161.

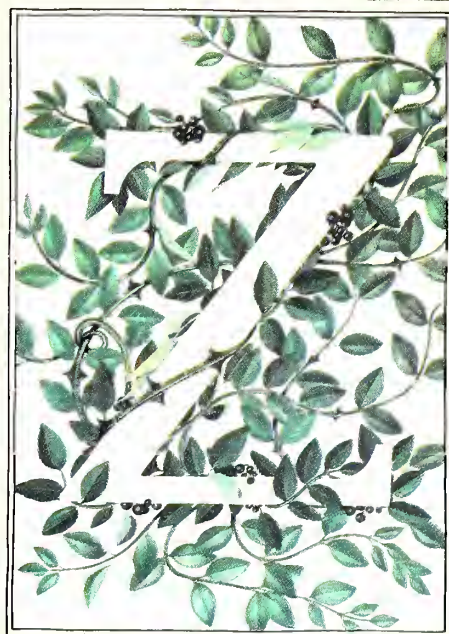
■ This week the NPA received its first overseas applicant for its dispensing technician's course. A pharmacist from Tel Aviv is anxious to put his technicians through the course. His application is under consideration!



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